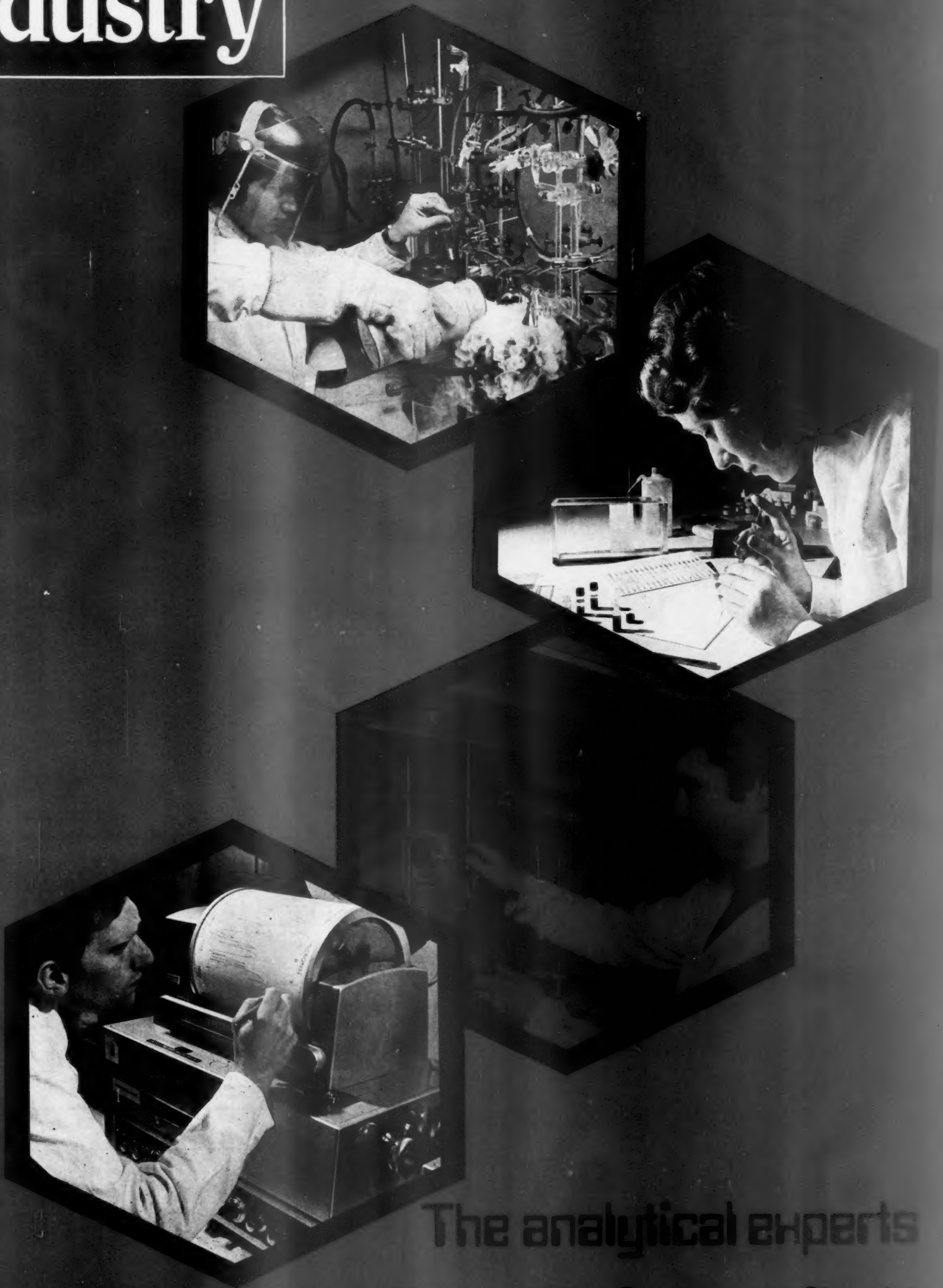
Trade and Industry



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at the Laboratory of the Government Chemist

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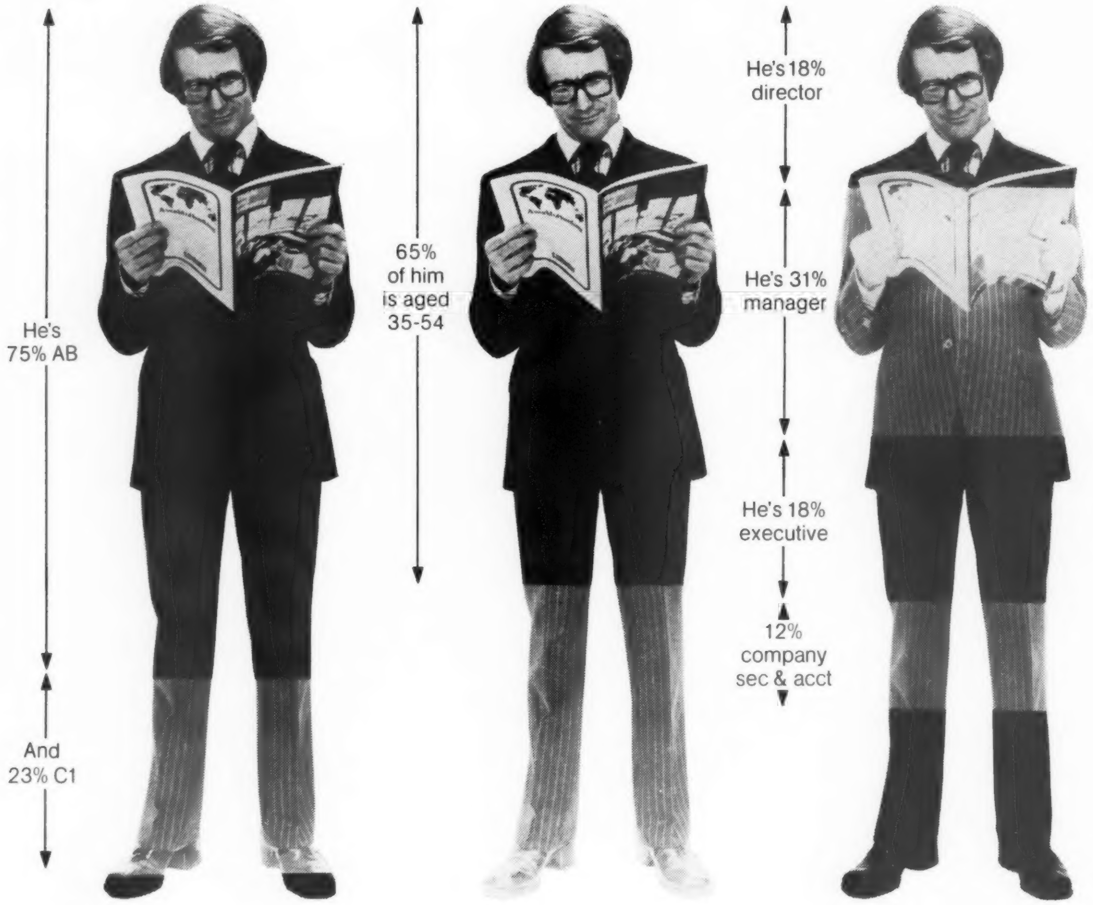
He's
75% AB
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23% C1
65%
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35-54
He's 18%
director
He's 31%
manager
He's 18%
executive
12%
company
sec & acct

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TI 2

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Trade and Industry

11 April 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

The Laboratory of the Government Chemist provides a variety of analytical, investigatory and technical advisory services to all central Government Departments. Cover pictures show (from the top) methods being developed for the determination of radioactive Krypton-85 in air; identification of cannabis; devising field tests for the detection of toxic vapours in factory atmospheres; and a high-resolution infrared spectrophotometer. A feature on page 58 looks at some of the problems which the Laboratory is helping to solve.

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Home News

New safety rules for fishing vessels

The Department of Trade laid before Parliament on 3 April comprehensive new rules governing the safety of construction and equipment of all UK registered fishing vessels of 12 m. and over in length.

Under the Rules, which come into operation progressively from 1 May, fishing vessels will, for the first time, be subject to statutory survey for the issue of a United Kingdom fishing vessel certificate.

Without a certificate it will be an offence for any fishing vessel subject to the survey rules to go to sea.

The certificates will show that the vessel complies with all relevant construction rules as well as rules for life-saving appliances, radio(s) direction-finders and radio navigational aids.

The new rules – 'The Fishing Vessel (Safety Provisions) Rules 1975' – set standards for new fishing vessels but will also be applied as far as is reasonable and practicable to more than 2,300 existing fishing vessels.

They will come into effect for different categories of existing vessels over a six year period. Those built before 1947 will be dealt with as a first priority. More modern vessels, most of which have been built to standards which match the new rules, will be left to last. All of the 2,300 which continue in service will be surveyed and certificated by 1981.

A specially recruited team of 16 surveyors has been set up by the Department of Trade to deal with the very heavy volume of new survey work. The team will comprise one Senior Surveyor (Fishing), six Marine Surveyors (Fishing) and nine Fishing Vessel Surveyors. In view of the size of the Scottish fishing fleets, the Senior Surveyor will be stationed in Aberdeen. The six Marine Surveyors will be at Aberdeen, Fleetwood, Hull, Grimsby, Great Yarmouth and Southampton, and the nine Fishing Vessel Surveyors at Buckie, Fraserburgh (but temporarily at Peterhead), Leith, Greenock, Fleetwood, Hull, Grimsby, Great Yarmouth and Brixham.

The Rules will also incorporate the regulations covering lifesaving appliances and fire appliances on fishing vessels which had previously been of the general merchant shipping regulations. These appliances will now be subject to a regular statutory survey.

Notes

The Fishing Vessels (Safety Provisions) Rules 1975 are made under Section 1(1) (construction rules) and 2(1) (survey rules) of the Fishing Vessels (Safety Provisions) Act 1970; and Section 427 of the Merchant Shipping Act 1894, as subsequently amended (life-saving appliances rules); and Section 86 of the Merchant Shipping Act 1970 (nautical publications).

The Rules give final effect to the recommendations on construction, stability survey and certification of UK registered fishing vessels of 24.4 m. and over in length contained in the Final Report of the Committee of Inquiry into Trawler Safety (the Holland-Martin Committee), published in July 1969 (Cmnd. 4114). They also extend the requirements downwards to fishing vessels of 12 m. in length.

A complete set of Instructions to Surveyors will be published on 1 May, the date that the new rules begin to come into force. They are designed to ensure that the rules are applied uniformily by individual surveyors, and will be available from HMSO.

In order to prepare the industry for the introduction of the new rules the Department has carried out a series of 'teach-ins' attended by owners, skippers, crew representatives and builders. 'Teach-ins' have so far been held at Aberdeen (two visits), Alnwick, Anstruther, Eyemouth, Fleetwood, Fraserburgh, Glasgow, Grimsby, Hull, Lerwick, Lossiemouth, Lowestoft (two visits), North Shields, Scarborough and Southend. Further visits are planned in April to Mallaig, Stornoway (Northern Ireland), to the South Coast of England and to Wales.

The Fishing Vessels (Safety Provisions) Act 1970 extends to Northern Ireland and can be extended by Order in Council to certain territories outside the United Kingdom such as the Isle of Man and the Channel Islands.

Details of the fees to be charged for fishing vessel surveys have still to be finalised in consultation with the industry. They will be the subject of separate regulations.

Stanley Clinton Davis welcomes big advance in safety for fishermen

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, introduced the new fishing vessel safety rules at a London press conference on 3 April.

He said: 'I very much welcome the appearance today of the first comprehensive rules covering the safety of some 2,300 British fishing vessels.

'They represent the most significant advance ever in protecting the 15,000 men who earn their living in these boats from the hazards of the sea.

'Fishermen often find themselves working in dangerous conditions through no fault of their own, and there is natural public concern every time we hear of the loss of a fishing vessel.

'I would like to thank all sectors of the industry for their outstanding help and co-operation in the preparation of the rules. The rules take fully into account the special characteristics of the boats, and the many different types to be found around our coast. It is something of a triumph for the consultative process when it achieves unanimous agreement as these rules have.

'There has been an encouraging amount of innovation in the fishing industry in recent years, and most modern vessels have been built to standards which match the new rules.

'Our surveyors will apply the rules to existing fishing boats so far as is reasonable and practicable.

'I hope that all those in the industry will benefit as soon as possible from the new rules. To all owners, the message is – here are the standards to which your vessels should conform. To all those at sea, I would say – please remember even the best built and equipped boats may be put at risk through a momentary lapse. Safety for all those involved in the fishing industry must be a top priority.'

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

The 'Private Sellers' who aren't: John Methven suggests new regulations

The activities of traders who place small advertisements in the 'miscellaneous sales' columns of local newspapers in order to sell their goods without revealing that they are traders are wider and cover many more types of goods than anyone had hitherto realised.

This is one of the main points revealed in a dossier which John Methven, Director General of Fair Trading, announced on 26 March that he has submitted to the Consumer Protection Advisory Committee. The dossier supports his proposals for changes in the law to prevent consumers being misled by traders or their agents.

Over 60 local authorities responded to a request from the Office of Fair Trading for information about advertisements by traders which might be mistaken for those of private sellers. The evidence received by the OFT from the local authorities revealed that the practice of 'small advertisement' selling by traders who do not disclose their business interest is not – as was widely believed – confined mainly to the sale of second-hand motor vehicles. It was found that the practice includes the selling of furniture, soft furnishings, domestic electrical appliances (such as washing machines, spin driers, dish-washers, vacuum cleaners and sewing machines), other electrical goods (electric fires, stereo audio units, radios, TV sets and electronic pocket calculators), antiques and a wide range of other articles including continental quilts, sports equipment, china and cutlery, camping equipment, guitars, suitcases, binoculars, typewriters, bicycles and motor scooters .

'For the major part of our investigations, we assumed (as did most of those who supplied our evidence) that we were dealing with advertisers who were small traders with little knowledge of or connection with others in the field,' states the dossier.

'However, as the evidence was collated, it seemed that we were mistaken. In many advertisements from the north to the south of the country we found there was an uncanny similarity in the products advertised, in the wording used and in the prices quoted. The same range of products tended to be advertised (usually in separate advertisements) – from golf clubs to cutlery, electric fire surrounds to binoculars. Only when we collated the evidence did we reach the conclusion that an organisation was operating on a country-wide basis using a network of local agents. . . . We have also confirmed that several other organisations are currently trading in a similar fashion.'

The OFT found, in its inquiries, that there was a similarity in style and wording between advertisements placed by genuine private sellers and those placed by traders, and the dossier gives a number of examples.

Deception by stages

There are two stages of deception in the practice – the first stage occurs in the style and wording of the advertisement. The second stage occurs when the consumer responds to an advertisement. In many cases, traders will divulge their business identity when consumers contact them. But in many other cases, the identity will not be divulged and some traders will go to considerable lengths to conceal that they are selling in the course of a business. The concealment is effected in a variety of ways, and the dossier lists some of the reasons for selling given by traders to hide their business interest.

Effects of the practice

Under the Fair Trading Act 1973, the Director General can make proposals for changes in the law if he considers that a trading practice adversely affects the economic interests of consumers and if it has one or more of the effects specified in the Act. In the case of the present reference, the practice appears to John Methven to have – or be likely to have – two effects:

1. of misleading consumers as to, or withholding from them, adequate information about their rights and obligations under relevant consumer transactions,
2. of misleading or confusing them with respect to other matters in connection with such transactions; in particular with respect to the status of the seller and the circumstances in which goods are being sold.

The dossier states that the first effect of the practice is that the consumer may be misled into responding to an advertisement which, had he known it to be a trader's advertisement, he might have ignored; incurring economic loss by responding. 'The practice may not simply result in a wasted telephone call,' says the dossier. 'The consumer may also be involved in travelling to see the goods on offer.'

The second effect is that the consumer is misled into a mistaken evaluation of the offer and again suffers economic loss. He may form a view about the value of the goods partly by reference to the people selling them and the state of the premises – a well-kept house and garden suggesting that the goods had been similarly well cared for. In addition, ignorance of the true character of the seller is likely to affect the consumer's attitude to bargaining with him. A consumer is likely to be more sympathetic to a private seller's explanation of why the goods are being sold. He will assume that the price is less than that likely to be asked by a trader and may hesitate to injure the seller's feelings by too robust a display of haggling.

Legal position

Other effects of the practice revolve round the legal position of the consumer. Under the Sale of Goods Act 1893 and the Supply of Goods (Implied Terms) Act 1973, the consumer's basic rights against a private seller are weaker than those against a business seller. Therefore a consumer who knows the law may, if he believes he is buying from a private seller, be misled into thinking he has no remedy for, say, defective goods. The buyer who is ignorant of the law may – on seeking expert advice from a Trading Standards Officer or a solicitor – be given mistaken advice because the expert himself is misled into assuming he is dealing with a private sale.

In addition, a consumer is likely to put more questions about a product and its suitability for his purposes if he knows he is dealing with a trader. Where the seller is a trader, the answers to such questions can give additional rights to the consumer. However if the consumer is misled into thinking the seller is a private individual, he will not be inclined to ask such questions and will therefore forego the additional rights to which the answers could give rise.

The final effect of the practice also turns on the legal position of the consumer. The Trade Descriptions Act 1968 makes it an offence to apply a false trade description only in the course of a business. If therefore a Trading Standards Officer is misled into believing that a consumer, who makes a complaint about an alleged misdescription, had been dealing with a private seller, the officer may not pursue a prosecution under the Act.

Had this been done, and had the prosecution been successful, the consumer might have been entitled to compensation which can be awarded under criminal law.

Prevention

The dossier points out that existing voluntary controls include the British Code of Advertising Practice and efforts by newspaper organisation and individual newspapers to deal with the problem. The measures taken by newspapers include checks made if there is reason to suspect that an advertiser is misrepresenting himself; investigation of readers' complaints; and circulation within newspaper groups of lists of frequent 'offenders'. Some newspapers require the words 'trader' or 'agent' to be added to particular advertisements; some strictly segregate trade and private advertisements into different columns; others insist on the advertiser supplying his name and address when placing an order.

However, the dossier comments that with the best will in the world, a newspaper could not hope to screen every purported private advertiser. And there could be no question of getting a voluntary code from the traders concerned. 'We therefore conclude that it is essential to create a suitable criminal provision which will enable the Trading Standards authorities to apply to this practice their considerable resources of investigation and detection.'

John Methven's proposals

The basic proposal is that it should be unlawful for any person seeking to sell goods that are being sold in the course of a business to publish, or cause to be published, any advertisement indicating that the goods are for sale and likely to induce consumers to buy them unless the advertisement makes it reasonably obvious that the goods are being sold in the course of a business.

'While we would rely upon the courts to decide whether a seller's advertisement complied with this general requirement, we have included in our reference the proposal that certain specified features should be taken as meeting it. We hope that this clarification will assist both advertisers and the courts.'

The features which would make a trader's advertisement acceptable are:

1. Inclusion of the words, 'agent', 'dealer', or 'trader' to describe the seller.
2. Inclusion of the seller's name when it is a name that could not reasonably be taken to be the name of a private seller – eg Instant TV Sales or Jones Ltd.
3. The overall size or format of the advertisement – ie display or semi-display advertisements nor normally used by private sellers.

The dossier stresses that use of these three features would not be compulsory. Any other feature in a trader's advertisement which made it clear that the goods were being offered in the course of a business would be equally satisfactory.

Exemptions

Four exemptions are proposed to the basic requirements:

1. Where the advertisement is displayed on or near the premises at which the goods are available for sale, and the premises are obviously trade premises.
2. Where the sale is by public auction or tender (because such sales are not consumer sales for the purposes of the Supply of Goods (Implied Terms) Act 1973.
3. Where the publication carrying the advertisement classifies traders' advertisements separately from those by private sellers, and the advertisement is classified as being by a trader.
4. Where goods for sale are vegetable produce, eggs or dead animals, fish or birds gathered, produced or taken by the seller. The dossier says that in these cases there is no evidence that the character of the seller is of importance and the goods do not normally give rise to occasions for redress or misdescription. Additionally to cover them would embroil the proposals with road-side signs offering, for example, tomatoes or strawberries for sale. Live animals have not been excluded because they can cost significant sums and there is evidence to show that the practice affects transactions of this kind.

The dossier says some anxiety has been expressed that, if the proposals were adopted, newspapers would be unable to detect whether an offence had been committed by one of their advertisers and would themselves risk prosecution. This fear is groundless, says the dossier, because Section 25(3) of the Fair Trading Act 1973 provides a defence to someone if 'he is a person whose business it is to publish or arrange for publication of advertisements . . . and he received the advertisement for publication in the ordinary course of business, and did not know, and had no reason to suspect, that its publication would amount to an offence under Section 23 of the Act'. It is also pointed out that enforcement of the provisions of any Order would be the responsibility of local authorities, not of publishers.

Copies of the dossier can be seen by the public at the Office of Fair Trading in London and Edinburgh, the Department of Commerce in Belfast, and regional offices of the Department of Industry

Dossier copies can also be purchased (price 50p including postage and packing) from The Office of Fair Trading, Chancery House, 53 Chancery Lane, London WC2A 1SP.

The Consumer Protection Advisory Committee – an independent committee – have three months from the date of the reference in which to consider John Methven's proposals. If the committee report to Shirley Williams, Secretary of State for Prices and Consumer Protection, that they consider the practice adversely affects consumers' economic interests in ways specified by the Fair Trading Act and agree with the Director General's proposals – either as submitted or in modified form – the Secretary of State can place a suitable draft Order before Parliament for approval. If the draft is approved, Shirley Williams signs the Order and it becomes law. Penalties for contravening an Order are, in a magistrates' court, a fine of up to £400, and in a higher court, an unlimited fine or up to two years' imprisonment, or both.

The Consumer Protection Advisory Committee will consider representations concerning the present proposals from persons or bodies appearing to them to have a substantial interest in the subject matter. Such representations should be submitted by 22 April to: The Secretaries, Consumer Protection Advisory Committee, 1 Victoria Street, London SW1H 0ET.

Prevention of Fraud (Investments) Act 1958

Dealers in securities

The following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions:

Highgate Investments Ltd., 16 Highgate Close, London, N.6.

Change of name:

Beverley Bentinck Ltd. to British Credit Trust Ltd., PO Box No. 8, Paragon House, Ferensway, Hull HU1 3UG.

Change of address:

Leicester Industrial Securities Ltd., 17 Station Road, Hinkley, Leicester.

Portfolio Management Ltd., 14 Charterhouse Square, London EC1M 6JU.

St. Andrew Industrial Finance Ltd., 9 Elm Row, Edinburgh EH7 UAR.

Burway Securities Ltd., 14 Church Street, Kingston-on-Thames, Surrey.

Exempted dealers

Additions:

Sumitomo Trust and Banking Co. Ltd., 62/63 Threadneedle Street, London EC2N 2AB.

Change of name:

Orion Bank Ltd. to Orion Termbank Ltd., 1 London Wall, London EC2Y 5JK.

Antony Gibbs and Sons Ltd. to Anthony Gibbs Holdings Ltd., 33 Blomfield Street, London EC2M 7NL.

Change of address:

Edinburgh Industrial Finance Ltd., 8 Charlotte Square, Edinburgh EM2 4DB.

Real Property and Finance Corporation Ltd., 53 Grosvenor Street, London W1X 0HA.

Keyser Ullmann Ltd., 25 Milk Street, London EC2V 8JE.

Authorised unit trust schemes

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1974 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or name and address of management company	Name of scheme	Name and address of Trustee
ADDITIONS		
TSB Unit Trust Managers Ltd., Knighton House, 52-66 Mortimer Street, London W1N 7DG	The Trustee Savings Banks Scottish Unit Trust	General Accident Fire and Life Assurance Corporation Ltd., General Buildings, Perth
CHANGES		
DELETE		
Abacus Arbuthnot Ltd., Barnett House, Fountain Street, Manchester M2 2AP	Abacus Arbuthnot International Unit Trust	The Royal Bank of Scotland Ltd PO Box 51, St. Andrew Square, Edinburgh EH2 2YB

Group and/or name and address of management company	Name of scheme	Name and address of Trustee
AND REPLACE BY Abacus Arbuthnot Ltd., Barnett House, Fountain Street, Manchester M2 2AP	Abacus Arbuthnot Eastern and International Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
DELETE Drayton Unit Trust Managers Ltd., Individual House, 43/45 South Street, Eastbourne, Sussex BN21 4UT	Drayton Accumulator Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
AND REPLACE BY Drayton Unit Trust Managers Ltd., Individual House, 43/45 South Street, Eastbourne, Sussex BN21 4UT	Drayton International Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB
DELETE M & G Securities Ltd., Three Quays, Tower Hill, London EC3R 6BQ	The M & G Conversion Trust Fund	The Governor and Company of the Bank of Scotland, PO Box 5, Edinburgh EH1 1YZ
AND REPLACE BY M & G Securities Ltd., Three Quays, Tower Hill, London EC3R 6BQ	The M & G Conversion Trust Fund	Coutts & Co., 15 Lombard Street, London EC3V 9AU
DELETE National Group, 3/5 Norwich Street, Fetter Lane, London EC4		
AND REPLACE BY Slater Walker Trust Management Ltd., 30 St. Paul's Churchyard, London EC4M 8DA		
DELETE Piccadilly Unit Trust Managers Ltd., 1 Love Lane, London EC2V 7JJ		
AND REPLACE BY Piccadilly Unit Trust Managers Ltd., 20 Copthall Avenue, London EC2		

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection has decided, on the information at present before her, not to refer the proposed acquisitions by The British Petroleum Co. Ltd. of the road bitumen activities of Berry Wiggins and Co. Ltd. and of a 50 per cent interest in the bitumen compound activities of Berry Wiggins and Co. Ltd. to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Appointment of Post Office part-time members

Tony Benn, Secretary of State for Industry, announced on 2 April that Lord Pitt, Sir Morien Morgan, Christopher Foster and John Read have accepted his invitation to serve, for a period of one year, as part-time members of the Post Office Board. Sir Morien Morgan and Christopher Foster took up their appointments on 17 March and Mr. Read on 1 April. Lord Pitt will take up his appointment on 1 June.

East Midlands Gas Consumers' Council

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Councillor Mrs. B. Ellis of Worksop, Nottinghamshire, as a member of the East Midlands Gas Consumers' Council.

North Thames Gas Consumers' Council

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Mrs. A. L. Browne of Ealing, London W13 as a member of the North Thames Gas Consumers' Council.

London Electricity Consultative Council

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Councillor Mrs. H. Stroud of Eltham, London SE9, as a member of the London Electricity Consultative Council.

New maximum retail prices for cheese

An Order laid before Parliament on 3 April by the Secretary of State for Prices and Consumer Protection, increases the existing maximum prices for cheese by 5p per pound. The new prices are mainly the result of the higher prices which manufacturers must now pay for milk following the farm price review carried out by the EEC Council of Ministers in mid-February. They take account of the Price Commission's recent determinations on the notifications of proposed price increases submitted by the major cheese manufacturers in the United Kingdom.

The Order also provides that Kosher cheeses and farmhouse and matured varieties of Edam and Gouda shall not be subject to specific maximum prices.

Prices in the shops will generally remain below the new maximum levels. The extent to which they may rise continues to be governed by the control exercised over distributors' profit margins.

The Order is the Cheese Prices (Amendment) Order 1975 – SI1975 No. 551. It amends the Cheese Prices Order 1975 – SI1975 No. 38.

Dial-a-Price service extended

The Food Price News Service, obtainable by dialling 01-246 8035, now includes an item by Louise Davies, consultant on food values to the Department of Prices and Consumer Affairs. Miss Davies comments on food values, thrifty shopping or economical recipes in relation to the week's round-up of prospective food prices.

Works starts on Blyth advance factory

Work has started on the construction of a 15,000 sq. ft. (1,350m^2) advance factory on the Blyth Industrial Estate, Northumberland.

A contract for building this factory, designed by the English Industrial Estates Corporation, has been awarded to Kendal Cross (Holdings) Ltd. of Ponteland, Northumberland. The project architects are J. Dudley Coxon and Associates of Newcastle upon Tyne and the quantity surveyors are J. W. Summers and Partners of Gosforth.

It is anticipated that the factory will be completed by early next year.

Inquiries regarding this factory should be addressed to the Location of Industry Section, Department of Industry Northern Regional Office, Wellbar House, Gallowgate, Newcastle upon Tyne.

Home News continued

Advanced wastewater treatment programmes

The two advanced wastewater treatment plants at Davyhulme, Manchester, and Coleshill, Birmingham, have now been test-run and will shortly start their initial programme of work. The plants are administered by the Directorate General, Water Engineering, Department of the Environment, on behalf of the United Kingdom Advanced Wastewater Treatment Committee, as part of a project being carried out under the auspices of the NATO Committee on the Challenges of Modern Society.

Davyhulme, which has a nominal dry weather flow of 145 m^3/d in a single stream of industrialised sewage, will be evaluating decreasing aeration periods during biological treatment. The effluent resulting from this treatment will then be given chemically-aided settlement. Sand filters and activated carbon-columns will also be used later in the programme.

Coleshill, nominal dry weather flow 454 m^3/d initially of mainly domestic sewage in two streams, will be evaluating chemically-aided settlement using lime and other coagulants and also non-chemically-aided settlement. Part of the effluents will be given further treatment using a multi-media filter, followed by activated-carbon columns. Sludges will also be evaluated. Full-scale multi-media filters, activated carbon units, biological units and sludge press will become available during 1976.

Ancillary and preparatory work is being carried out on the associated Physical-Chemical Treatment pilot plant at the Water Research Centre's Stevenage laboratory.

These initial programmes at Davyhulme and Coleshill are scheduled to last six months and reports on the results will be issued when they are completed.

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
25 March 1975		
1,227,160	Hoeschst Aktiengesellschaft	Improvements in or relating to the continuous production of preformed moulding materials
1,321,097	Hoeschst Aktiengesellschaft	Improvements to or relating to the continuous production of profiles
1,235,379	Societe de Recherches Industrielles SORI	Process for extracting anthocyanins and medicaments containing such compounds
1,236,707	Societe de Recherches Industrielles SORI	Process for making an enzymatic aerosol medicament and an aerosol medicament obtained by this process
1,352,681	Alfred Herbert Ltd.	Lathe with tool turrents
1,364,003	William Anthony Crowley	Apparatus for, and method of, removing particulate and gaseous pollutants from stack smoke
1,372,358	Albright and Wilson Ltd.	Treatment of sewage or contaminated water

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Energy saving loans leaflet available

A leaflet explaining in detail the energy saving loan scheme for industry is now available from the Department of Energy.

The leaflet outlines the type of project that may be eligible for the scheme. These include:

- improvements to the fabric of the building itself or to its heating plant
- replacement or renovation of machinery, plant and equipment already housed in the building
- introduction of improved control devices
- installation of heat exchangers and pre-heaters designed to make use of waste heat
- installation of combined heat and power schemes
- installation or modification of plant to enable waste organic materials to be used as fuel

The Department will only offer loans for projects costing at least £10,000. The maximum loan which can be made is £100,000, but projects costing more than this can receive partial support.

Since one of the aims of the scheme is to produce rapid savings in energy consumption the capital cost of a project must not exceed three times the annual savings expected at current fuel prices.

Industrial and Commercial Finance Corporation Ltd. (ICFC), a subsidiary of Finance for Industry Ltd., will act as the agents of the Secretary of State for Energy for the financial administration of the scheme and will be responsible for negotiating the precise terms and conditions of individual loans.

Requests for the leaflets and application forms for the scheme should be made to the Department of Euergy, Energy Saving Loan Scheme, Thames House South, Millbank, London, SW1P 4QJ (tel. 01-211 3000) or branch offices of ICFC in

Aberdeen, Birmingham, Brighton, Bristol, Cambridge, Cardiff, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, London, Manchester, Newcastle, Nottingham, Reading, Sheffield, Southampton.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Design Council awards for consumer and contract goods

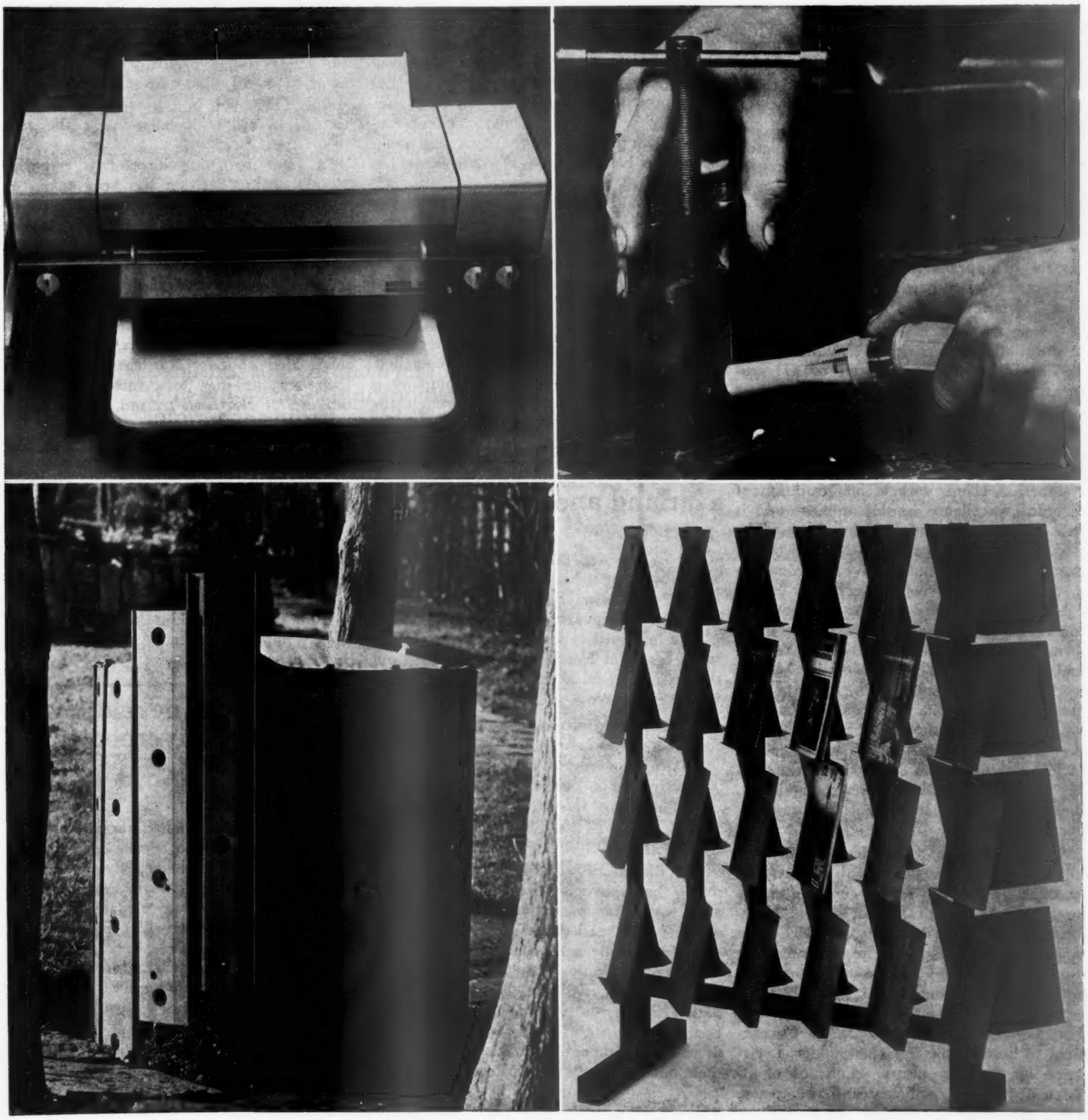
Some of the nine products which have won Design Council awards for consumer and contract goods. Designers of this year's winning products were, according to the council, 'aware of the international market and the need to promote British goods abroad'.

Top left: Ilfospeed 4250 dryer which dries black and white prints in 30 seconds: Ilford already exports the major part of its production.

Top right: Blow-gun in lightweight nylon with a venturi attachment for safety. Made by Taylor and Osborne Ltd., the compressed air blow-gun has a wide application in industry.

Bottom left: 'Accelerator' compost bin made by Rotocrop Ltd., South Croydon. The bins, produced in green pvc, are provided to the consumer packed flat.

Bottom right: Periodical rack produced by Marico Furniture Ltd., London N1. The standard rack consists of a black stove-enamelled steel stand with 48 coloured trays, each angled at 45 degrees for easy viewing of periodicals.



Northern Ireland Minister's statement on Harland and Wolff

Stanley Orme, Minister of State, Northern Ireland Office, made the following statement in the House of Commons on 26 March.

'This is not the first time it has been necessary to make a statement on this subject (Harland and Wolff Ltd.). The Rt. Hon. Member for Cambridgeshire told the House on 21 December 1973 about proposals to provide financial support. In a further statement on 22 July 1974 I announced that, as a rescue operation, the Government had decided to extend the shareholding in Harland and Wolff Ltd. already held by the Northern Ireland Department of Commerce, with a view to providing the additional finance required by the company to make good its heavy trading losses, and to bring about the changes which the Government believed to be necessary. Following that statement, the Government put a project team into the yard to undertake a review of the company's affairs.

'That review has now been completed. The company's annual accounts for 1973 published in November 1974 showed a £38 million provision for estimated prospective losses on contracts entered into prior to 31 December 1973. In the light of the review it appears that the provision for prospective losses needs to be increased by over £22 million, ie to about £60 million.

'These are very large losses. However, a modernisation programme costing some £35 million, mainly financed by Government, and making this yard one of the best equipped in Europe for the construction of large tankers, bulk carriers and similar ships is nearing completion. The company is the largest single industrial employer in Northern Ireland, with a long tradition of technical excellence in shipbuilding; and it still has a substantial order book. The Government has accordingly decided that it has no alternative but to give the company a chance for survival. Everybody in the company must realise that the only hope for the future lies in such efficient use of their own skills and of their excellent technical facilities that, as the present order book is worked off, the company can quote acceptable prices in world wide competition with reasonable expectation of making a profit. We cannot contemplate a fresh succession of loss-making orders. With the world market for large ships in its present doldrums, the going will be tough and the outcome uncertain.

'The Government's intention last July was initially to take a substantial majority in an expanded equity, leaving existing shares in the hands of their present owners. However, the issued share capital has been eroded by the enormous losses; and large sums of new money will have to be put in. So we have concluded that the only satisfactory way in which the company can be financially reconstructed is for the Government to become the sole shareholder. Legislation for the compulsory acquisition of all the issued shares, ordinary and preference, which are now in private hands will be introduced in due course. Like all Northern Ireland legislation in the interim period it will take the form of an Order in Council, under the Northern Ireland Act of 1974. Terms of compensation will be announced which will take account of the realities of the situation and the particular circumstances of the company.

'These matters will take a few months to accomplish and meanwhile the undertaking needs to be kept in funds; to this end an interim Order in Council will be introduced immediately to enable the appropriate payments to be made by the Northern Ireland Department of Commerce. We have invited the Company to make the necessary adjustments of its borrowing powers.

'The Government have made it clear to the Board that the company may not conclude new contracts to build ships without the approval of the Secretary of State which normally would not be given unless they satisfy him that all direct costs and overheads can be covered in the building years beyond 1978.

'It has also been made clear that they may develop, but not without the Secretary of State's approval implement, plans to use the resources of the yard in other ways. The future of the yard is now in the hands of those who work there. No Government could go on supporting the yard indefinitely. Unless it can obtain orders which can be completed without loss a halt must be called.

'I am convinced that if the company is to survive, this can only be through the determination and effort of everyone in Harland and Wolff. Increased productivity is vital, and I mean vital, but productivity deals alone are not enough. A new approach to industrial democracy is required. This is why we need to advance towards genuine worker-participation in the decision-making processes at all levels in the yard. We have now sent to unions and management within the yard the promised discussion paper on worker participation and it is the spirit of this that we want to see influencing the attitudes of everyone in the yard. This paper is not a blueprint; there is no such blueprint available to fit any given situation, nor does it cover every possibility. The intention is to indicate possibilities which can be discussed freely and tailored to suit the the particular circumstances of the yard and its employees. We are entering upon an exciting experiment, with all the problems that this will entail. There will be difficulties but if these can be overcome it may enable the yard to survive.

'A new managing director is required. Now that the decision has been taken on the future of the yard the post will be advertised publicly as quickly as possible. Anyone already working in the yard will, of course, be free to apply.

'In the future the yard will in a real sense be owned by Northern Ireland. Those working in the yard will no longer be working for private shareholders, or for themselves alone, but for Northern Ireland. It is their responsibility to ensure that, in the interests of Northern Ireland, the yard will survive.'

Industrial democracy: worker participation in Harland and Wolff

The Government has published a Discussion Paper* on Worker Participation in Harland and Wolff's Shipyard in Belfast.

In a foreword to it, Stanley Orme, Minister of State for Northern Ireland, points out that to achieve changes and improvements in Harland and Wolff

> 'We need to advance towards genuine worker participation in all the decision-making processes of the company. We are entering upon an experiment, with all the problems this will entail but I feel that, whatever the difficulties, the prospects are exciting.'

The discussion paper sets out the various torms that such participation may take. It aims at achieving industrial democracy which could be decisive in overcoming the acute financial and economic difficulties which face the Shipyard.

Organisation, management, worker participation in day-to-day management and at Board level in the Yard are discussed in some detail although no precise measures are spelt out in the Paper. Instead themes are suggested which the Government hopes will be widely discussed within the shipyard and by trade unions including the recently established Joint Consultative Committee in Harland and Wolff.

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* 'Industrial Democracy: A Discussion Paper on Worker Participation in Harland & Wolff'. HMSO price 25p net.

Major docks development for Port of Liverpool

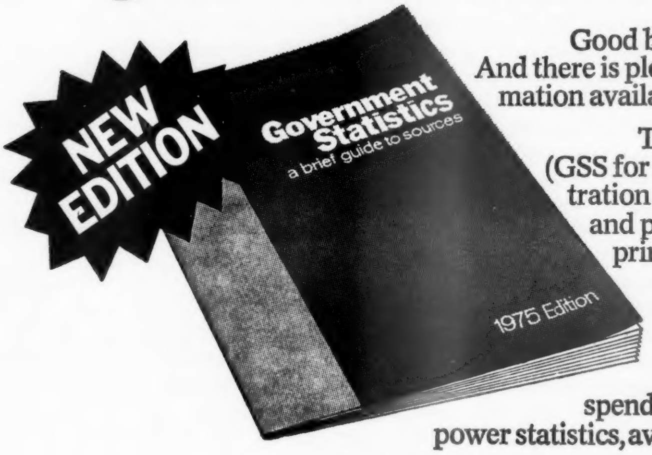
The Mersey Docks and Harbour Company has announced a major docks development.

It is a two-part scheme, supported by a long term Government loan. Part one is to lay out one of the two remaining berths, code-named S7, at their £50 million Royal Seaforth Dock complex. Part two is the development of nearby Gladstone North 3 Dock as a modern cargo berth.

Both berths will be operated by West Coast Stevedoring Company, the cargo handling interest of the Vestey shipping group, and are designed to meet the new generation ships expected in the next decade as well as their present needs.

To all businessmen

This free booklet can save you time and money.



Good business decisions require good data. And there is plenty of inexpensive statistical information available if you know where to look for it.

The Government Statistical Service (GSS for short) represents the largest concentration of professional expertise in this field and prepares and analyses a mass of data primarily for Government use.

But much of it is also relevant to the problems of industry and commerce–information such as product sales figures, national spending patterns, local market data, manpower statistics, average operating ratios, and so on.

A free booklet *Government Statistics–a brief guide to sources* will tell you a lot more about where to find this information. It includes the main published sources and over 100 telephone numbers and extensions pinpointing the enquiry point for further information on each subject area.

It is almost always worth checking to see if the GSS has the information you need–at low cost–before embarking on expensive private research.

In fact, your firm may already have contributed to the full cost of government statistics by filling in statistical forms.

So it makes good business sense to try to get some extra return from them. Take the first step by sending for the free booklet now.

Finding the official statistics you need.

1. Send for the free booklet which lists published sources and departmental contacts.
2. Look at the published source.
3. For further information contact the appropriate department.
4. If in doubt
   (i) Telephone the Statistics and Market Intelligence Library (01) 248 5757 Ext. 368, Telex: 886143 DTI Export Ldn., or
   (ii) Write to the Central Statistical Office, Gt. George Street, London SW1P 3AQ.

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Get the facts straight–from the Government Statistical Service.

The analytical experts

Jennifer Clarke visits the Laboratory of the Government Chemist

In room 515 of the Laboratory of the Government Chemist they light up about 100 cigarettes a day. This is not to say the staff are heavy smokers. Twenty at a time, the cigarettes are fed into the smoking machine, a mechanical addict which inhales with a whirring and flashing of lights for two seconds every minute with compulsive exactitude.

The purpose of the experiment is to determine the tar and nicotine yields of the various brands on sale to the public in the United Kingdom. The machine uses a piston action to draw the smoke through special glass-fibre pads. After five cigarettes of the same brand have been smoked, the filter is weighed. The water and nicotine contents are then determined by gas chromotography and spectrophotometry and then deducted from the total weight gain to give the yield of dry tar.

Since April 1973, these results have been presented to Parliament at regular intervals in the form of a 'league table', by the Secretary of State for Social Services and used extensively in anti-smoking campaigns by the Health Education Council.

When visitors are shown round the Laboratory the smoking machine is often included in the itinerary – the sight of it is reputed to have a salutary deterrent effect. Nevertheless, it represents only one of a very wide range of activities at the Laboratory of the Government Chemist. It is not just one laboratory but many, some of which look at particular problems while others examine particular techniques to discover what can be done with modern methods and to see how these can be adopted to improve the service the Laboratory gives. Investigations of this sort have made it possible to carry out analysis at an increasingly sophisticated level. One Government chemist remarked that, year by year, they found themselves examining smaller and smaller samples in greater and greater detail. Small as they may be, particular problems arrive at the rate of roughly 1,000 samples a day, which gives some idea of the scale of operations.

The Laboratory of the Government Chemist provides a chemically based analytical and advisory service to central Government departments. More than three-quarters of the samples come from HM Customs and Excise and account for about 40 per cent of the Laboratory's total effort. Questions range from the testing of spirits, tobaccos and hydrocarbon oils for duty purposes to the identification of imported goods and smuggled drugs. If a substance suspected of being cannabis, for instance, is brought round by Customs officers, it is subjected to rapid analysis – sometimes it turns out to be henna. But the development by the Laboratory of a patented field test-kit for use by Customs Officers has significantly reduced the number of unnecessary investigations.

In the case of a recent inquiry over 30 objects were taken from the flat of someone caught smuggling cannabis at Gatwick. The defence claimed it had been a first offence and the Laboratory were asked to examine the samples

Photographs opposite page:

Left: Analysis of sugars in foodstuffs by ion-exchange chromatography. This is part of a general survey of the composition of the national diet.
Right: Identifying consumer hazards associated with transport of goods by road, sea and air. Oil pollution, resulting from accidents at sea, is also investigated in the same laboratory.

Photographs below:

Left: High performance liquid chromatography
Right: The control console of the mass spectrometer.

for any traces of previous consignments. Not only were minute particles of cannabis found, but they were identified, according to age and country of origin. These details were given in evidence and when compared with journeys shown on the defendants passport, an uncomfortable correlation was revealed.

The environmental aspects of the work of the Laboratory are considerable and much of it is the responsibility of the Air, Water and Radiochemistry Division. Part of this work consists of the development of tests for the determination of toxic gases, vapours and dusts for HM Factory Inspectorate. These tests are required for assessing the safety of atmospheres inside factories. In order that they may be carried out at the place of work, rather than in a laboratory, the inspectors need tests using equipment which is both simple and portable. In the last few years interest has centred mainly around such hazardous materials as metal fumes, aromatic isocyanates, aromatic primary amines, ketones, formaldehyde and mercury vapour. Suitable tests for these have been published as 'red books' in the series *Methods for the Detection of Toxic Substances in Air*, published by the Health and Safety Executive through HMSO.

The Water and Waste Water Sub-division examines over 5,000 samples per year. These samples come from Government installations throughout the country under the control of the Department of the Environment and include water for confirmation of potability, sewage and industrial effluents, and contaminated water such as run-off from airfields. Other samples of environmental importance are examined for their radioactive content by the Radiochemistry Sub-division. In addition to drinking waters and other surface waters, these samples include discharges from atomic energy establishments and nuclear power stations which are examined regularly.

The Agricultural Materials Division has made major contributions to knowledge of the environmental effects of the use of modern synthetic pesticides, by systematic studies of the residues of these pesticides in our national diet, in individual foods, in human tissue and wildlife. Pesticide residues in rainfall over the UK has also been estimated.

Assessment of the possible chemical hazards of domestic articles, such as cooking utensils, toys and educational materials is an area which has expanded considerably over the past three years, as has the work for several British Standards Institution committees concerned with this subject. For instance, about five years ago the Laboratory showed that certain imported glazed casseroles released significant amounts of lead during the cooking process. In order to determine the quantities involved, they made up a 'food simulant' of 4 per cent acetic acid, which was prepared, put in the pot and 'cooked' in an oven for two hours. The solution was then examined for toxic metals leached from the glaze. Following a Home Office request, importers persuaded their manufacturers to

Left: The Laboratory has a good Technical Services Division for making and repairing special apparatus such as glass blowing, engineering and electronic circuitry.

Right: Imported textile goods being checked for Customs duty purposes.

reformulate the glazes used and since then further testing carried out at the Laboratory has shown an improvement in casseroles on sale to the public in respect of lead release. For example, dishes of the type that had previously yielded an average lead extraction of 58 mg. per litre, using the food simulant, were found on testing a year later to yield less than 2 mg. per litre of lead.

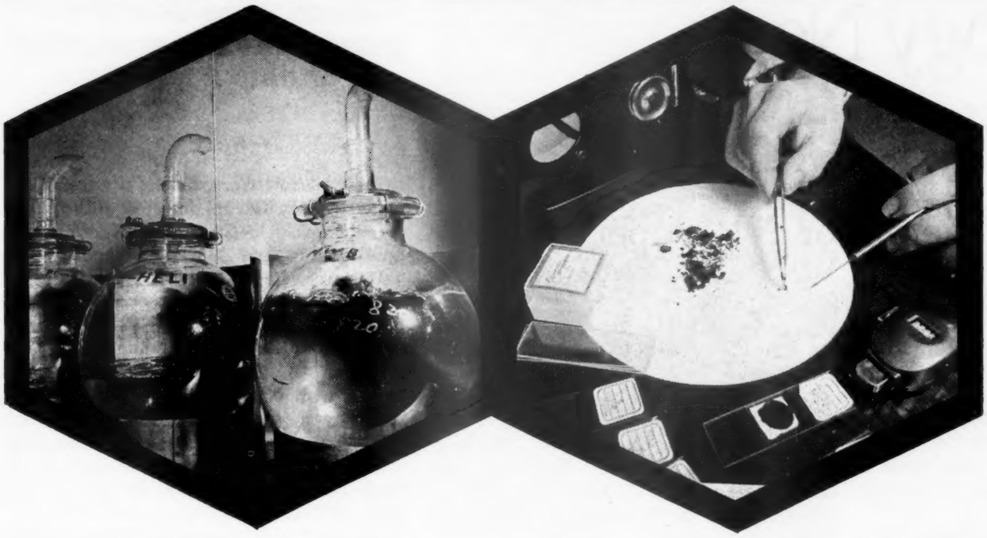
The food simulant was also used in testing some brightly coloured, imported enamelled articles, such as saucepans, casseroles and teapots. Tests showed that, while white enamelled ware did not liberate significant amounts of toxic metals, red, orange and yellow surfaces released significant amounts of cadmium from the colouring pigment. A small survey of imported culinary equipment such as ladles, strainers and funnels also showed that red and orange coloured articles released cadmium in the test. Once again informal communication between the Home Office, the British importers and their manufacturers overseas has brought about a change in practice so that now the use of these colours is beginning to be restricted, at least in cooking ware, to outside surfaces which would not come into contact with food. The Laboratory has already played a leading part in the framing of a British Standard on allowable limits of extractable lead and cadmium from glazed ceramic ware, and is at present working on a suitable standard for vitreous enamel.

Some consumer hazards were identified when samples were sent to the Laboratory of the Government Chemist from the Home Office as a result of a complaint or inquiry from a member of the public. (The Department of Prices and Consumer Protection now has responsibility in this area.) In one such case a woman complained about her new ironing board. It seemed that every time she did the ironing, it made her eyes sting and she could not breathe. In the Laboratory, the ironing board was set up in a plastic tent with a mechanical arm to move the iron. The ironing board was covered with foam backing. Tests showed that the heat from the iron caused a gas to be given off from the polyurethane foam (a new type sometimes known as TDI foam). As a result the manufacturers were contacted and discouraged from using the new foam in cases where heat was likely to be applied.

Experimental investigations to assess other possible consumer hazards are also carried out. In one case, the Laboratory looked at a cooker hood, which was alleged to destroy cooking odours. The hood contained a foam to filter out fats and a mercury discharge lamp to create ozone. When it was enclosed in a plastic tent, significant levels of ozone were produced, and the cooker gave off ultraviolet light at eye level. On this account the Home Office decided that it was unsafe and the cooker hood was withdrawn from sale.

The presence of metals in foods has been a matter for public concern for many years. Today, the problem is essentially one of accidental contamination particularly of those elements known to be toxic. At the request of MAFF, the Laboratory began some years ago a continuous programme of food monitoring to assess the intake of certain metals from the national diet. Canned foods are a particular problem as the food is directly in contact with the materials used in the construction of the can, eg iron, tin and lead (in the form of solder) for long periods during storage. Certain acid fruits are so aggressive to these metals that internal lacquering of the can is carried out as an additional protection.

A large number of samples of most of the foods available in cans has been examined at the Laboratory for the presence of lead and other metals. Modern techniques such as atomic absorption spectrophotometry have increased the reliability of the tests and have extended the limits of detection to much lower levels. The majority of foods examined have contained toxic metals well within the legal limits. Occasionally, however, samples have been found with excessive amounts of lead and other metals, where extensive deterioration of the can has occurred. Lower limits for lead in canned baby



Left: Tapwaters being checked for radioactive fall-out, following nuclear weapon testing. Drinking water is constantly surveyed in this respect.

Right: Examining dusts and deposits from Government establishments for the detection of asbestos fibres.

foods were introduced a few years ago, because children are more at risk than adults. It has also been found that the metal content of canned food tends to increase rapidly once the can has been opened, which is why labels generally warn against storing the food in the tin, once it has been opened.

The Laboratory's dental materials unit, which carries out research into filling materials as well as providing a wide range of analytical data on materials used in dentistry, has recently patented a new restoration material for front teeth. Invented in the Laboratory, this new cement has the distinct advantage that unlike previous materials, it adheres to teeth. Because the fillers originally used for this purpose did not adhere it was necessary to arrange this mechanically by undercutting the cavity. The new cement does not irritate the tissues whereas quite frequently the old filler material did cause irritation, so that the dentist had to put in a lining. This means that less drilling will be required, an advantage in children's dentistry. The new material can also be used in a modified form for filling the natural pits and fissures in rear molar teeth, as a preventive measure against possible dental decay in the future. Once the new material is in position, it slowly releases fluoride.

The patents for 'Aspa', as the new material has been called, are now held by the National Research Development Corporation and it is being manufactured under licence by the Amalgamated Dental Company. Cheaper than composite resins, 'Aspa' should be available within the year.

Among the more unusual inquiries at the Laboratory was a request to examine the Crown Jewels. Why was the silver tarnishing, although kept in airtight cases? The mystery was solved by analysing the felt lining material. The secret agent, in this case, turned out to be a naturally occurring sulphur compound in the wool.

Although it was the first official chemical laboratory established in Britain, it contains some of the most modern equipment. Here new analytical techniques are continually being developed. Amid all these new machines, visitors (non-scientists that is) cannot help noticing a surprising lack of glass. There are hardly any flasks, or test-tubes or condensers. Even the tradition of drinking coffee out of a glass beaker has now been discontinued. To the outsider it appears that samples are injected into grey boxes, from which answers emerge in the form of a graph. Such techniques, of course, enable a very large volume of work to be handled; in some cases machines can even be left working overnight. On one such occasion, the sight of a bundle of grey tape accumulating in a large plastic tub proved too much for the cleaner who dutifully cleared it up and threw away a whole 12 hours' results.

The research division carries out a programme which is very much designed to help the Laboratory as a whole. Automatic analysis studies have been carried out over many years and have produced substantial savings in manpower. For instance by designing an automated system for screening beer samples for original gravity measurement they introduced a faster and cheaper process for the Laboratory. Automatic instruments based on gas chromatography, solvent extraction and colorimetry have been developed for determining markers in hydrocarbon oils. The research division operates the larger and more expensive techniques such as coupled gas chromatograph-mass spectrometry, X-ray fluorescence, X-ray diffraction and nuclear magnetic resonance as a service to the remainder of the Laboratory.

With these resources, the Laboratory of the Government Chemist is able to provide both a comprehensive analytical service and scientific advice to all Government Departments. They also carry out research where the development of new methods of analysis is of public importance. Under several Acts of Parliament, such as the Food and Drugs Act, the Public Health Acts, etc, they act as the official referee. But basically they are experts who can provide not only the answer but ultimately advise whether or not there is a problem.

Technology News

Measurement theme for NPL open days

The National Measurement System is the theme of open days this year at the Department of Industry's National Physical Laboratory, Teddington. The Laboratory will be open on 20, 21 and 22 May, to invited scientists and technologists who have a specialised interest in the field of measurement and its development.

The National Measurement System is a term which focuses attention on those organisational links and procedures by which the accuracy of all measurement activities carried on in every technical field within the United Kingdom is maintained and traced to national and international standards. NPL is the ultimate reference point in Britain. It provides physical realisations of the base and many derived units of the International System of Units.

The work on display shows how this is done and how accuracy is transferred to a variety of measurement processes in Britain, usually by calibrating customers' highest precision transfer standards.

Such standards come from a variety of users including British Calibration Service laboratories. This service calibrates an increasing proportion of the transfer standards of industry.

New calibration facilities on display at NPL include the 30 MN Force Standard, the 20 MeV Linear Accelerator and improved apparatus in many technical fields of measurement and standards.

New advance in cooler fan technology

A new low noise airfin cooler fan has been jointly designed and developed by the Department of Industry's National Engineering Laboratory, East Kilbride, Glasgow, and Edgar Allen Aerex Limited, Sheffield. It was recently shown, for the first time, to an invited audience from the chemical and process plant industries.

The fan, of light-weight glass-fibre-reinforced-plastic (GFRP) construction, was developed to meet a very stringent specification of characteristic performance, efficiency, noise and structural integrity. New techniques used in construction of the fan blades provided a continuous outer skin of glass-fibre-reinforced polyster resin. This overcomes the problems of GFRP lamination separation and other previously experienced structural limitations of blades made from this material.

A new test facility has been specially built at NEL for the project. This facility, which is capable of testing axial fans up to 12-ft. diameter in a simulated heat exchanger environment, provides for aerodynamic and noise measurement of the fan to a uniquely high standard. In particular, it enables fan performance to be tested against variable back pressures.

Government payment to nuclear design and construction consortia

The Government is to make an ex-gratia contribution of up to £1,416,000 towards the unrecovered expenditure of the two nuclear design and construction consortia which have been acquired by the National Nuclear Corporation. This was announced by Eric Varley, Secretary of State for Energy.

In a recent written Parliamentary reply, Mr. Varley said that the acquisition of the consortia by the National Nuclear Corporation was 'an important step forward'. This was in response to a question from Mr. Frank Holley (Sheffield, Heeley) in which he was asked what part the Government had played in the negotiations by the National Nuclear Corporation for the acquisition of British Nuclear Design and Construction Ltd., and the Nuclear Power Group Ltd.

Mr. Varley answered:

'The shareholders of the two existing consortia prior to acquisition by the National Nuclear Corporation Ltd. have borne unrecovered expenditure. The Government have agreed to make an ex-gratia contribution towards this expenditure up to a maximum of £1.416 million subject to confirmation of the accounts. Pending the presentation of Supplementary Estimate it will be necessary to have recourse to the Contingencies Fund. This has enabled the National Nuclear Corporation Ltd. to complete the acquisition of the two consortia, together with their staffs. This is an important step forward. The acquisition includes the Government's 26 per cent shareholding in British Nuclear Design and Construction Ltd. which the Secretary of State for Industry took over from the Industrial Reorganisation Corporation on its dissolution in April 1971. The National Nuclear Corporation Ltd. has also agreed terms with the Electricity Boards for the completion of the consortia's power station contracts in progress.'

Consub to be used for general diving instruction

British Aircraft Corporation, Electronic and Space Systems Group, designers of the undersea work vehicle Consub have been chosen by the Ship and Marine Technology Requirements Board of the Department of Industry, and the Institute of Geological Sciences on behalf of the Natural Environment Research Council to manage the operation of Consub when it is not in service with NERC-user units. This undertaking is subject to the successful outcome of present negotiations for a 'lease-back' contract that would enable Consub to be made available for general diving inspection tasks.

Consub is an unmanned remotely-controlled seabed exploration vehicle which enters service in April with the IGS to survey the seabed in the Sea of the Hebrides and the Irish Sea.

An extensive four-week proving trial from the Royal Research Ship *Challenger* operated by the Natural Environment Research Council has confirmed that Consub is a valuable tool for all manner of undersea engineering and offshore energy tasks, particularly for the inspection of pipelines, cables and undersea structures.

Consub has been designed to operate to a depth of 2,000 ft., it has an underwater speed of 2½ knots and can therefore stem currents up to that rate.

EEC Low Voltage Directive seminar

A one-day seminar to discuss the EEC Low Voltage Directive is to be held by the Technical Help to Exporters service of the British Standards Institution at London's Kensington Close Hotel, on 24 April.

The Low Voltage Directive is to be enforced in all the EEC member states and will affect most domestic equipment and commercial and industrial electrical equipment operating between 50 and 1,000 volts a.c.

The seminar will give UK manufacturers a clear understanding of the aims and purposes of the directive. Among the six speakers will be D. Verdiani of the EEC Directorate General; E. E. Williams, Department of Prices and Consumer Protection; R. Winkler, German Association of Electrical and Electronic Manufacturers; and Dr. A. Warner of the BSI.

The fee for the seminar – which includes morning coffee, lunch and afternoon tea – is £16 to THE members and £20 to non-members. Bookings can be made with the British Standards Institution, Technical Help to Exporters, Maylands Avenue, Hemel Hempstead, Herts HP1 1BR; tel. Hemel Hempstead (0442) 3111.

Cost reduction for small companies – free seminar on materials handling

On 6 May, the National Materials Handling Centre is holding a seminar and problem clinic especially for small companies, to introduce and discuss techniques which reduce materials handling costs. The meeting, for which there will be no charge, is to be under the chairmanship of Howard Surtees, chairman of the materials handling sub-committee of the Committee for Industrial Technologies.

The seminar is to be held at the Bloomsbury Centre Hotel, Russell Square, London WC1, and will be based on the National Centre's extensive research and practice in both production and distribution. The whole of the afternoon is being made available to delegates, so that they can put specific materials handling problems to a panel of experts.

On the basis of a very modest estimate, about £175 million per year can be saved by the engineering and allied industries in the United Kingdom, through the use of better materials handling and storage techniques. At least half of this saving is available to companies employing fewer than 500 people.

Further details: M. R. Benwell, National Materials Handling Centre, Cranfield Institute of Technology, Cranfield, Bedford MK43 0AL (tel. 0234 750323).

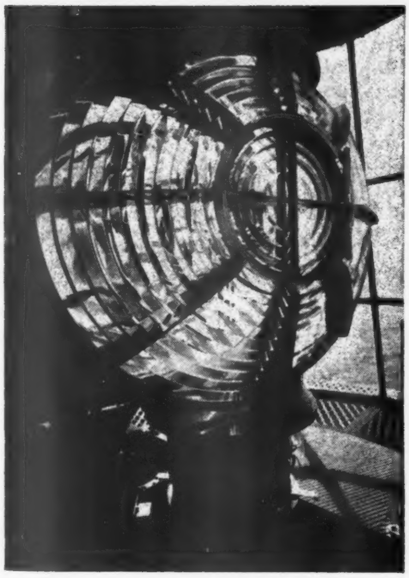
Urban environment in AD 2000

Brighton has been chosen as the venue for the 27th congress of the West European Steel Information Centres, the theme of which is to be the urban environment in the year AD 2000.

Being held in the Hotel Metropole from 21-22 May 1975, the congress is expected to appeal particularly to governmental, public and local planners, as well as architects, engineers and their advisers. With the help of specialist speakers from various countries of Western Europe, the congress will discuss what the future needs of the urban society are likely to be and how the environment will require to be built to cater for these. The opening session will be chaired by Sir Montague Finniston, chairman of the British Steel Corporation.

The Steel Centres are bodies financed by the national steel industries in Europe. In the United Kingdom, the Constructional Steel Research and Development Organisation (Constrado), which was established in 1971 by the British Steel Corporation to develop the use of steel in construction, maintains the liaison with the centres and is responsible for organising this year's congress.

Recent congresses, which are biennial, have been held at Genoa, Salzburg, Paris and Essen, and have dealt with industrialised building, social service buildings and civil engineering.



A new automatic light for the Blackrock Lighthouse, supplied by AGA Navigation Aids to the Commissioners of Irish Lights. The new unmanned system will save money and relieve duty on this bleak rock nine miles into the Atlantic. The new light has a revolving pedestal with an incandescent mantle light and a 375-mm focus lens. A mantle changer and sunvalve which extinguishes during daylight, together with a battery of acetylene cylinders have also been installed.

Registration fees for the Brighton congress are £10 for each delegate, or £20 for delegate and lady. Hotel accommodation at the Hotel Metropole, including breakfast and service charges but not taxes, will be available at £8.50 per night for room overlooking town and £10 for room overlooking sea.

Reservations for both the congress and accommodation should be made by 14 April to: The Congress Secretary, Constrado, 12 Addiscombe Road, Croydon CR9 3JH (tel. 01-686 0366, ext. 412; telex 946372).

Pipeline to move waste

The British Hydromechanics Research Association Fluid Engineering is conducting a feasibility study, on behalf of a working party formed by the waste disposal authorities in the Yorkshire and Humberside region and the Department of the Environment, into the possibility of using capsules to transport waste materials in a pneumatic pipeline. Colliery spoil, fly ash from power stations, and domestic refuse from the South and West Yorkshire industrial areas could be used to reclaim land from the sea if the pipeline scheme is economic. As an alternative, BHRA will also investigate the cost of moving waste in a hydraulic pipeline.

Although BHRA already has considerable experience in this method of transport, a number of laboratory tests will provide additional data. BHRA's engineers are specialists in: the hydraulic and pneumatic transport of solids in pipes, fluid power, fluid sealing, pumps, flow modelling and flow control. The Association has been working in the hydraulic transport field for over 20 years, and is planning an extension of its facilities to include a fully instrumented hydraulic test loop, 150 metres long and 20 cm. in diameter. BHRA designed the longest hydraulic pipeline in the UK which runs from Dunstable to Rugby, carrying 1.7 million tons of ground chalk per year in a 25-cm. diameter pipe.

At present, the Association is using a 20-cm. diameter pipe in a 67-metre loop and wheeled capsules to test a novel type of booster pump which will keep the capsules moving along the pipe.

Whether a hydraulic or a pneumatic method is used, the environmental advantages of moving waste in closed pipes which could be buried underground are obvious. When compared with road transport, pipelining also offers an opportunity to conserve oil-based energy supplies.

If the scheme goes forward, it will relieve the problems confronting local authorities in the area which estimate that 20 million tons of waste per year will have to be removed by the end of the next decade. To assist in the evaluation of the project, the next stage is expected to include tests on a pilot length of pipe, whichever scheme is chosen.

NEL conference on manufacture monitoring and control

Industrial managers can review the wide range of methods now available for monitoring and control of manufacture at a three days' conference to be held at the National Engineering Laboratory, East Kilbride, from 29 April-1 May. The aim is to assist managers to compete in today's highly competitive world markets where sales depend so largely on delivery price and reputation for quality. These in turn depend on how well work is done by good organisation on the shop floor.

The conference is intended for small firms as well as large. There will be speakers from industry, universities and Government Departments. Inquiries to Conference Section, Birniehill Institute, NEL, East Kilbride, Glasgow G75 0QU (tel. East Kilbride 20222, ext. 570).

Terotechnology and design exhibition

A terotechnology and design exhibition, jointly organised by the Design Council and the Department of Industry, is being held at the Design Centre until 3 May.

Parliament

Ministers at the Department of Industry

Secretary of State for Industry: Anthony Wedgwood Benn
Ministers of State: Eric Heffer
Lord Beswick
Parliamentary Under-Secretaries of State: Gregor MacKenzie
Michael Meacher

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Wednesday, 26 March

NEB organising committee

Mrs. Ann Taylor (Bolton West) asked for a statement about the financial provisions for the NEB organising committee.

Mr. Benn said: 'Yes. I propose that such expenditure as the committee may think it right to incur on necessary preparatory work to enable the NEB to exercise its statutory functions after Royal Assent to the Industry Bill, shall be met from the Contingency Fund. The Fund will be repaid by the NEB when it is set up.'

EEC regulations and steelworks

Mr. Dafydd Wigley (Caernarvon) asked whether, under EEC Regulations, it is possible for (a) private steel companies and (b) public steel corporations within the other eight EEC countries to purchase a steelworks in the UK, such as Ebbw Vale, and to run it as a going concern in competition with the British Steel Corporation.

Mr. Meacher replied: 'Yes, in either case. However, as in any other concentration or merger, the acquisition of a UK steelworks by a Community steel undertaking would be subject to the prior authorisation of the European Commission under Article 66 of the Treaty of Paris.'

Mr. Taylor asked if Great Britain is permitted under the rules of the ECSC to approve new investment and expansion plans by the BSC without seeking the prior agreement of the ECSC.

Mr. Meacher answered: 'Yes. However, under Article 54 of the Treaty of Paris the Corporation, like any other steel undertaking in the ECSC, has to inform the European Commission of its investment plans. The Commission may then deliver an opinion on the proposals which, if adverse on the specific grounds that the particular investment would involve aids, subsidies, protection or discrimination contrary to the Treaty, would prohibit the Corporation from drawing on resources other than its own funds to finance the investment.'

Departmental discretionary powers

Mr. John Stanley (Tonbridge and Malling) asked the Secretary of State for Industry and the Secretary of State for Trade to list the discretionary powers vested in them (a) to provide financial or non-financial assistance in any form to industrial or commercial undertakings, and (b) to permit the physical or material development of such undertakings, indicating in each case the legislation under which those powers may be exercised.

Mr. MacKenzie answered: 'Excluding powers in respect of nationalised industries, assistance to industrial or commercial undertakings is given by the Department of Industry under the following specific legislation:

Industry Act (1972)
    Regional Development Grants
    Selective assistance to industry in assisted areas
    Selective general assistance to industry
    Refinancing of home-shipbuilding credit
    Shipbuilding construction grants
Local Employment Act (1972)
Science and Technology Act (1965)
Development of Inventions Act (1967)
Mineral Exploration and Investment Grants Act (1972)
Civil Aviation Act (1949)
Rolls Royce Purchase Act (1971)
Concorde Aircraft Act (1973)
European Communities Act (1972)
Industrial Expansion Act (1968)
Industrial Development Act (1966)
Industrial Organisation and Development Act (1949)

'In addition, the Department of Industry exercises powers under the Town and Country Planning Act (1971) and Town and Country Planning (Scotland) Act 1972 to regulate the construction or development of industrial premises by means of the industrial development certificate system.'

Mr. Clinton Davis said: 'Excluding powers in respect of nationalised industries, assistance to industrial or commercial undertakings is given by the Department of Trade under the following specific legislation:

Development of Tourism Act (1969)
Cinematograph Film Production (Special Loans) Acts, 1949-70
Civil Aviation Act 1968

'Under legislation for which ECGD is responsible my Rt. Hon. Friend has powers to make arrangements:

a in connection with export credit guarantees and facilitating payments under export contracts, and to make grants in relation to export contracts under the Export Guarantees Acts 1968 and 1970 and
b to insure investments overseas under the Overseas Investment and Export Guarantees Act 1972.

Imports of textiles

Mr. Adam Butler (Bosworth) asked what restraints, or arrangements to negotiate restraints, on imports of gloves, outerwear, women's and children's underwear, men's underwear, tights and stockings, socks and half-hose, and knitwear have been agreed with the other members of the EEC; which exporting countries are involved in such arrangements; and if the restraints are on a Community or regional basis; if the latter, which countries are involved; and when such arrangements will take effect.

Mr. Clinton Davis answered: 'Agreement has been reached in Brussels on mandates for negotiating bi-lateral agreements under the GATT Multifibre Arrangement between the EEC and several major textile supplying countries, such as India, Pakistan, Hong Kong and South Korea. Work is also well advanced on mandates relating to Brazil, Japan, Macao, Malaysia, Singapore, Colombia, Mexico and Yugoslavia as well as arrangements for imports from Taiwan. These will all be implemented as soon as possible.

'Details of the coverage and quota levels cannot yet be given and must await conclusion of the negotiations with the supplying countries. Premature disclosure might be prejudicial to the interests of our textile producers.'

Development areas

Mr. Anthony Kershaw (Stroud) asked the Secretary of State for Industry, what evidence he has that firms in development areas which receive Government grants are selling their products at uneconomic prices in unfair competition with firms outside development areas; whether foreign ownership of such firms in development areas is any bar to their receiving Government grants.

Mr. MacKenzie said: 'It is Government policy to encourage firms to establish new employment-creating projects in Development Areas. Firms in manufacturing, mining and construction are eligible for a number of incentives, the most important of which are regional development grants, Regional Employment Premium, and selective assistance under Section 7 of the Industry Act. In considering applications for Section 7 assistance we examine the potential success of the project, taking into account the strength of competition from other manufacturers and the general financial position of the company concerned. Regional assistance is available to both UK and foreign firms. It is an objective of regional policy to enable firms in Development Areas to be more competitive, but we have no evidence that recipients of regional aid are any more likely to sell their products at uneconomic prices or indulge in unfair competition than firms not in receipt of regional assistance.'

Scottish steel industry

Mr. David Lambie (Central Ayrshire) asked the Secretary of State for Industry, what further consultations he has had with organisations concerned about the future job opportunities in the steel industry in Scotland.

Mr. Meacher replied: 'My Rt. Hon. and Noble Friend, the Minister of State, visited nine Scottish steelworks in November and held meetings with local representatives of the workforces concerned. During the last eight months he has held four meetings with the Scottish TUC, the most recent being on 27 and 28 February in Glasgow during the visit of my Rt. Hon. Friend the Prime Minister. He also met the Strathclyde Regional Council on 27 February. He will be holding tripartite meetings on 17 and 18 April with the British Steel Corporation and the TUC Steel Committee, including local representatives of the workforce from the plants affected by BSC's proposed closures in Scotland. He will also be meeting Hon. Members with constituency interests in these proposed closures.'

Trade fairs in Tripoli and Damascus

Lord Newall asked why this country was not represented at the International Trade Fair in Tripoli, Libya, this month; and about plans for participation in the Damascus International Fair beginning on 25 July.

Lord Winterbottom replied: 'Support for United Kingdom firms is given by the British Overseas Trade Board at those trade fairs overseas which attract sufficient interest from British firms and where the commercial opportunities of these events would justify expenditure from public funds. The 1975 Tripoli International Trade Fair did not satisfy these criteria. Her Majesty's Government will be participating in the 22nd Damascus International Fair with an exhibition entitled 'The Challenge of Change' sponsored by the Foreign and Commonwealth Office. The Department of Trade will have an official commercial information stand at the Fair sponsored by the British Overseas Trade Board.'

Thursday, 27 March

Imports of radio equipment

Sir John Langford-Holt (Shrewsbury) asked if the Secretary of State for Prices and Consumer Protection would arrange for the agreement reached in the UK by the British Radio Equipment Manufacturers Association on import levels to be investigated as a restrictive trade practice.

'Investigation of registrable restrictive agreements is a matter for the Director General of Fair Trading,' answered Mr. Williams. 'The Hon. Member will appreciate that restrictions imposed by the Japanese Government on exports of colour television sets from Japan do not fall within the scope of the restrictive practices legislation in this country.'

Consumer Protection Advisory Committee

Mr. Greville Janner (Leicester West) wanted to know the greatest, the longest and the average time interval between the date when a matter is referred to the Consumer Protection Advisory Committee and the date when that Committee gives that advice.

Mr. Williams answered: 'The Director General of Fair Trading made his first reference to the Committee on 24 April 1974; the Committee reported on 3 September 1974. The Director General's second reference was made on 16 May 1974; the Committee reported on 15 November 1974.'

Mr. Janner also asked if legislation would be introduced to ban the practice of referring to goods or services as 'worth' a stated price or 'worth less than' a stated price, without evidence being supplied by the seller that such goods or services are or were available at that stated price.

Mr. Williams answered: 'The Director General of Fair Trading has announced that he is considering this practice with a view to making a reference to the Consumer Protection Advisory Committee in accordance with Part II of the Fair Trading Act 1973.'

Mr. Janner asked in respect of what unfair consumer practices the Director General of Fair Trading had recommended that statutory instruments be made; and in how many and which instances such recommendations had been carried into effect.

Mr. Williams replied: 'Three practices relating to the purported exclusion of inalienable rights of consumers and failure to explain their existence; three practices relating to pre-payment in mail-order transactions and in shops; and the practice of seeking to sell goods without revealing that they are being sold in the course of a business. I informed Parliament on 2 December 1974 that I intend to use my order-making powers in respect of the first reference. I am still considering the report on the second reference. The third reference was made to the Consumer Protection Advisory Committee only on 25 March 1975.'

Exclusion clauses

Mr. Janner asked if the Secretary of State for Prices and Consumer Protection would introduce legislation to ban exclusion clauses in contracts for the provision of services.

'As soon as the Law Commission's Second Report on Exclusion Clauses in Contracts becomes available we shall give the matter the most urgent consideration,' said Mr. Williams.

Knitted imports from South East Asia

Mr. Jim Marshall (Leicester South) asked the Secretary of State for Prices and Consumer Protection to initiate an investigation into the pricing policies of those retailers selling knitted goods imported from low-cost supplier countries in South East Asia.

Mr. Maclennan answered: 'Action is in hand through the EEC Commission to restrain imports of low cost knitwear from the countries principally concerned. Once imported goods enter into the normal channels of distribution in the UK their distributors should observe the rules of the Price Code enforced by the Price Commission including the prescribed limits on gross and net margins over their business as a whole. I have no plans at present to require a special investigation into retail pricing policies.'

Food subsidies

Sir George Sinclair (Dorking) asked for a list showing the total expenditure on food subsidies, by food product, for the calendar years 1973 and 1974, showing the proportion of the expenditure borne by FEOGA; and which subsidies were initiated by HM Government and which by the European Community.

The following information was provided:

	Expenditure £'million			
	1973		1974	
Subsidised food	Exchequer	EEC	Exchequer	EEC
Bread	—	—	41.1	—
Butter	5.9	5.7	42.9	11.0
Cheese	—	—	22.0	—
Household flour	—	—	1.8	—
Milk*	50.5	—	277.6	—
Tea	—	—	9.7	—
Total	56.4	5.7	395.1	11.0

* Payments on account to Milk Marketing Boards.

Only the General Butter Subsidy was initiated by the European Community.

Government policy on EEC

Mr. Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry: 'In what manner he proposes to indicate in his answers to Parliamentary Questions and in correspondence concerned with any matters pertaining to the EEC with Honourable Members and others if he is speaking for himself or for the Cabinet?'

Mr. Benn replied: 'Answers to Parliamentary Questions and correspondence from my Department dealing with these matters will reflect Government policy.'

Mr. Tebbit asked a similar question concerning the Secretary of State for Trade.

Mr. Clinton Davis replied in similar terms.

Nation Life

Mr. Robert Taylor (Croydon North West) asked what guarantee was given by an executive director of Nation Life to its Board in respect of a guaranteed *repurchase of the over-valued Bournemouth property and on behalf of which company this guarantee was given.*

'My present information is that there was no such guarantee by an executive director of Nation Life Insurance Co. Ltd.,' said Mr. Clinton Davis. 'It is my understanding that Nation Life originally purchased properties in Bournemouth from vendors not connected with the Stern group of companies and that Mr. Stern subsequently arranged for Metropolitan Property Holdings Ltd., a company part of the group which he controlled, to enter into a contract to purchase these properties in 1976 if they had not previously been sold.'

Government aid to airports

A Question was asked by Mr. Dafydd Wigley (Caernarvon) on the level of central Government financial aid to each airport in the UK since 1964.

Mr. Clinton Davis answered: 'The following financial aid pursuant to agreements reached after 1964 has been provided to civil aerodromes in Great Britain since that year:

	£ million
Aberdeen	6.0 (b)
Birmingham	1.1 (a)
Carlise	0.05 (b)
Edinburgh	6.3 (b)
Glasgow	3.5 (a)
Inverness	1.4 (b)
Sumburgh	6.8 (b)

(a) Grants payable under agreements providing for the transfer of the aerodromes from the Government to local authorities.

(b) Grants payable under Section 12 of the Civil Aviation Act 1968.

'In addition, some aerodrome operators have been relieved of part of the cost of aerodrome navigation services; certain aerodrome security costs are reimbursed by the Government; and the deficits on the operation of Highlands and Islands aerodromes are covered by the grant to the Civil Aviation Authority. Responsibility for aerodromes in Northern Ireland rests with my Rt. Hon. Friend the Secretary of State for Northern Ireland.'

Aircraft noise

Mr. Andrew Bennett (Stockport North) asked whether any airports in the UK apply differential landing charges for aircraft according to the amount of noise they make; and whether airports would be encouraged to increase their charges for the landing of aircraft which are noisy and reduce their charges for quieter aircraft.

Mr. Clinton Davis said: 'I know of no airport in the United Kingdom where such differential landing charges are applied. Though the Government certainly wishes to encourage the use of quieter aircraft, the application of differential landing charges for that purpose needs careful consideration according to the circumstances at a given airport.'

Mr. Bennett asked if the Secretary of State for Trade would give a progress report on the international discussions and other problems of introducing noise certification of existing aircraft.

Mr. Clinton Davis said: 'The Committee on Aircraft Noise has recommended to the Council of the International Civil Aviation Organisation that States should be encouraged to modify existing subsonic jet aeroplanes where this is regarded as technically feasible, sufficiently effective and economically reasonable, and to advise the ICAO by 1 January 1976 of their intentions. We are now assessing our position in the light of the important international implications and other complex questions involved.'

Public appointments

Mrs. Renée Short (Wolverhampton North-East) asked the Secretary of State for Industry if he keeps a list of possible nominees for public bodies and committees to which he is entitled to nominate; how many names are now before him; and how many of them are women.

Mr. Benn said: 'I am very anxious to increase the number of women on the list of people kept by the Department as being suitable for public appointments and should warmly welcome nominations to fill this gap in a list which is at present overwhelmingly male-dominated.'

Gross national product

Mr. Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry, if he will publish a table in the Official Report showing total industrial investment in the UK as a proportion of GNP for 1952, 1957, 1962, 1967, 1972 and the latest available year, and if he will publish corresponding figures for West Germany, Japan, France, Italy, Norway, Denmark and Ireland for the same years.

Mr. Michael Meacher answered: 'Figures relating to gross national product are not readily available for many of the countries. The table gives the proportion of gross domestic product represented by investment for as many of the years as available for the countries requested.'

Tea workers in Sri Lanka

Questions on the labour and wages policies of British companies owning tea plantations in Sri Lanka were asked by Mr. David Steel (Roxburgh, Selkirk and Peebles), Mr. George Rodgers (Chorley) and Mrs. Ann Taylor (Bolton West).

Mr. Clinton Davis answered: 'The Government is much concerned by recent reports about conditions which are said to exist on British owned tea plantations in Sri Lanka. My Rt. Hon. Friend the Minister of State for Foreign and Commonwealth Affairs is endeavouring to discover the facts of the situation, and has also asked a delegation of Hon. Members who will shortly be visiting Sri Lanka to look into conditions on the estates. In the light of these reports my Department will decide whether further action needs to be taken.'

Mr. Michael McNair-Wilson (Newbury) asked what advice has been given to British tea companies about the conditions of employment, including wages, under which their workers in Sri Lanka are retained.

'Conditions of employment overseas are normally regulated by the Governments of the countries concerned,' said Mr. Clinton Davis. 'Only in exceptional circumstances is it appropriate for Her Majesty's Government to issue advice to British companies on such matters. My Rt. Hon. Friend the Minister of State for Foreign and Commonwealth Affairs has been making inquiries which will help the Government to decide what steps may be appropriate in the case of Sri Lanka.'

Agricultural imports

Mr. Ralph Howell (North Norfolk) asked for information on the total net imports (imports/exports) into (a) Great Britain and (b) the EEC of 1. cereals, 2. meat, 3. milk products and 4. sugar in 1970, 1971, 1972, 1973 and 1974.

Mr. Clinton Davis said: 'As the production data is available only for crop years the answer is given on that basis in the following table. The data for EEC member countries may not be strictly comparable due to differences of definition, coverage, etc. Great Britain is not separately distinguished in the figures.'

INDUSTRIAL INVESTMENT AS PERCENTAGE OF GDP (1)

	1952	1957	1962	1967	1972	1973
I Index of industrial production industries (2)						
UK	5.6	6.7	6.6	7.1	5.2	5.5
Japan	7.1	11.1	11.9	10.4	9.6	na
Germany	na	7.9	9.0	7.2	na	na
France (3)	na	7.0	8.4	8.2	8.4*	na
Italy	7.1	7.2	8.0	5.2	6.2	na
Norway	8.4	7.8	9.1	8.4	7.7	na
Denmark (5)	3.0	3.0	4.2	3.7	na	na
Ireland	na	4.6	5.8	6.1	na	na
II Manufacturing and construction industries						
UK	3.8	4.6	4.4	4.1	3.7	3.8
Japan	4.5	7.6	9.5	8.9	7.9	na
Germany	na	6.0	7.3	5.8	na	na
France (4)	na	4.8	6.9	6.7	7.4*	na
Italy	na	na	na	na	na	na
Norway	5.3	4.8	5.8	5.8	5.5	na
Denmark (5)	1.9	2.2	3.5	2.6	na	na
Ireland	na	2.3	4.3	4.2	na	na

Sources: (a) National Accounts for OECD countries (OECD) 1950-68 for 1952 figures.
(b) National Accounts for OECD countries (OECD) 1953-69 for 1957 figures.
(c) National Accounts for OECD countries (OECD) 1961-72 for other figures,
except Norway – 1962 and 1967 figures from (b)
Germany – all figures from (a) (because no investment figures in later editions)
UK – 1973 from 'National Income and Expenditure 1963-73'.

* 1971 (1972 not available).

(1) GDP measured at market prices 1952, 1957 and at purchasers' values 1962, 1967, 1972 except for Norway where in 1962 and 1967 measured also at market prices, and Germany, where all figures are at market prices; UK 1973 are at market prices.

(2) Index of Industrial Production industries are mining and quarrying, manufacturing; construction; gas; electricity and water.

(3) Includes fishing.

(4) Includes fishing and quarrying of building materials.

(5) Excluding construction.

na not available.

	1970/71 §		1971/72 §		1972/73 §		1973/74 §		1974/75 §	
	Net imports† th. tons	Net imports as % to total new supplies‡	Net imports† th. tons	Net imports as % to total new supplies‡	Net imports† th. tons	Net imports as % to total new supplies‡	Net imports† th. tons	Net imports as % to total new supplies‡	Net imports† th. tons	Net imports as % to total new supplies‡
(a) United Kingdom										
Cereals	8,915	41	8,009	35	8,341	35	7,000	32	7,004	30
Meat	900	25	973	27	911	25	693	20	611	18
of which beef and veal	230	19	254	22	247	22	189	17	180	14
Milk products – butter	397	86	368	83	354	78	297	78	409	90
– cheese	155	53	161	50	140	44	98	34	134	38
skim milk powder	4	4	−22	−22	−53	−45	−82	−158	−13	−15
Sugar	1,915	67	1,758	61	1,705	65	1,601	62	2,170	78
	th. tonnes		th. tonnes		th. tonnes		th. tonnes		th. tonnes	
(b) EEC	21,433	20	11,862	11	10,718	9	..	..	..	..
Meat	837*	6*	1,070*	8*	..	..	..	..	..	
of which beef and veal	..	..	..	..	695ø	11ø	708ø	11ø	..	..
Milk products – butterø	−196*	−18	−191*	−18	150	8	−260	−18	5	0.3
skim milk powderø	−223*	−23	−137*	−14	−81	−5	−260	−16	−280	−18
Sugar	−688*	−11	819	8	600	6	1,027	10	..	..

* Six original members.
ø Calendar year – earlier year of split year shown in heading.
† Net imports are imports less exports.
‡ New supplies are home production plus net imports.
.. not available.
§ The years referred to are crop years.
Sources: UK derived from Annual Review of Agriculture 1975 Command 5977.
EEC derived from Annual Reports on the Agricultural Situation in the EEC 1973 and 1974.

Exports of live animals

Mr. Bryant Godman Irvine (Rye) asked the Secretary of State for Trade to set out the powers available to him where the conditions on which a licence to export live animals is issued are not fulfilled.

Mr. Clinton Davis replied: 'If live cattle, sheep or swine are exported without a licence, or are exported with a licence but under conditions which are not fulfilled at the time of export, an offence may be committed under Section 56 of the Customs and Excise Act 1952 whereby the exporter and/or his agent shall be liable to a penalty not exceeding three times the value of the goods or £100 whichever is the greater. If such an offence be committed knowingly then the exporter and/or his agent shall be liable additionally to imprisonment for a term not exceeding two years.'

Trade with EEC

Mr. Evan Luard (Oxford) asked what proportion of the UK's total non-oil crude trade deficit over the last three months was represented by the non-oil deficit with the EEC Six; and what was the corresponding figure for 1972.

Mr. Clinton Davis said: '105 per cent in the three months December 1974 to February 1975 and 80 per cent in 1972 as a whole.'

Mr. Luard also asked what was the UK's crude trade deficit with the EEC for the past three months and the corresponding figures for the three previous three-month period.

Mr. Clinton Davis answered: '£672 million and £561 million seasonally adjusted in the three-monthly periods ended February 1975 and November 1974 respectively.'

Mr. Adam Butler (Bosworth) asked for a break-down into the main categories of the UK's imports from and exports to the present eight members of the EEC in oil goods for each of the years 1970, 1971, 1972, 1973, 1974 and for the four quarters of 1973 and 1974.

Mr. Clinton Davis replied: 'Annual figures for 1973 and 1974 are published in Tables II and V of the December issues of the *Overseas Trade Statistics of the United Kingdom* and quarterly figures can be derived from the March, June, September and December issues. Comparable data for 1970 to 1972 can be obtained by adding Denmark, Faroe Islands, Greenland and Irish Republic to the figures shown for the original EEC in Tables I and III of Volume I of the appropriate *Annual Statement of Overseas Trade of the United Kingdom*. Figures in SITC(R) Division 33 covering oil goods should be ignored throughout.'

Mr. Butler also asked for a similar break-down with reference to non-oil goods.

Mr. Clinton Davis replied: 'Figures for 1970 to 1972 are published in Tables I and III of Volume I of the appropriate *Annual Statement of Overseas Trade of the United Kingdom*. Information for 1973 and 1974 can be derived by adding the figures for the six original members of the EEC, which appear in Tables II and V of the December issues of the monthly *Overseas Trade Statistics of the United Kingdom*. Quarterly figures can be derived from the March, June, September and December issues. Figures for SITC(R) Division 33 covering oil goods should be ignored throughout.'

Industrial Development Advisory Board

Mr. Kenneth Baker (City of Westminster, St. Marylebone) asked the Secretary of State for Industry to list the occasions on which he has declined the advice of the IDAB over assistance to companies.

Mr. Benn replied: 'As I have announced, offers of selective financial assistance, contrary to the advice of IDAB, have been made in the cases of the Meriden Cooperative, Scottish News Enterprises Ltd., Aston Martin Lagonda Ltd., Kirkby Manufacturing Co. Ltd., and Bear Brand Ltd.

'In the case of Alfred Herbert Ltd., no difference arose on the importance of assisting the business, but only on the best means of doing so.'

Mr. Baker also asked on what occasions in the last 12 months advice was received about Alfred Herbert Ltd. from the IDAB; and what the nature of this advice was.

'It is not customary to disclose the timing of meetings of the Industrial Development Advisory Board or the tenor of its advice,' said Mr. Meacher. 'However, as my Rt. Hon. Friend informed the Hon. Member for Tonbridge and Malling on 30 January, it recognised that the business of Alfred Herbert Ltd. should be placed on a sound and continuing basis but recommended that this was best achieved through allowing the company to go into receivership.'

Bear Brand

Mr. Baker asked if loans would be made by the Government to any of Bear Brand's competitors on the same terms as have been offered to Bear Brand.

'The detailed terms of the loan to Bear Brand are being discussed with the company,' said Mr. Heffer. 'Any application for assistance which satisfies the statutory criteria set out in Part II of the Industry Act would be considered, taking into account all the circumstances of the case.'

Mr. Baker also asked what were the factors that led the Secretary of State for Industry to advance £350,000 to Bear Brand, some five weeks after he had refused to do so.

Mr. Heffer answered: 'Following the initial rejection of Bear Brand's application, the company put forward revised proposals. In deciding to make a loan the Government had particularly in mind the high level of unemployment in Liverpool.'

'In how many of the last 10 years have Bear Brand made a profit?' asked Mr. Baker.

Mr. Benn replied that during the last 10 calendar years for which Bear Brand published results (1964-73), made a profit in 1964, 1966 and 1972 only, but the rate of loss diminished considerably in recent years.

British Leyland

Mr. Stanley asked for details of the conditions attaching to the recent Government guaranteed loan of £50 million to British Leyland and the ranking of that loan.

'This is not a guaranteed loan, but a guarantee to the corporation's bankers,' said Mr. Meacher. 'As to ranking, it has been arranged that amounts outstanding under these guaranteed facilities will be subordinated, pending repayment, to all other claims of creditors of the corporation.

'My Rt. Hon. Friend informed the House on 18 December of the broad intent of the conditions attaching to the guarantee, which have now been agreed with the corporation.

Parliament continued

These are as follows:

a to give full co-operation to the review team which the Government has appointed to advise on the Corporation's situation, prospects and financial requirements;
b not without the consent of the Secretary of State:
  i to enter into a contract of service for a period longer than 12 months with any director or senior employee, or to vary substantially an existing contract of service with any director or senior employee;
  ii to undertake any substantial borrowings outside the existing banking facilities and those to be provided under the Government guarantee;
  iii to create any mortgage or charge on assets, other than a mortgage or charge for the purpose of financing the acquisition, construction or development of land or buildings or plant, which are the only assets included in such charge;
  iv to approve any new capital expenditure project, or any acquisition of any company, if the total capital expenditure on such project or acquisition is likely to exceed £1 million;
  v to dispose of any interest in any subsidiary company or any material part of the business of the Corporation or of any subsidiary;
c to inform the Secretary of State in advance of their intention to make any drawings under the additional borrowing facilities and the amount of such drawing and after notice of determination of the guarantee under paragraph 3 above not to make any drawing without the prior written consent of the Secretary of State;
d to provide information to the Secretary of State about projects already approved by the Board where the total completed cost is likely to exceed £1 million;
e in relation to each of its subsidiaries, to use all voting and other rights or powers of control exercisable by the Corporation in relation thereto with intent to procure (so far as it may lawfully and properly so do) that the subsidiary shall comply with the same restrictions as are set out in b and the provisions set out in d above;
f not to recommend or declare or pay any dividend on the share capital of the Corporation, without prior consultation with the Secretary of State;
g to furnish the Secretary of State with such information as he may reasonably require concerning the affairs of the Corporation and its subsidiaries;
h that while responsibility for negotiating pay settlements will continue to rest with the Board the Corporation will seek to ensure that settlements are reached which are consistent with the financial situation now facing the Corporation and the national interest.

Concorde

Mr. Stanley asked for details of the actual and forecast expenditure reductions resulting in the fall of £40 million in real terms of the total development costs of Concorde.

Mr. Meacher replied: 'The reduction of approximately £40 million in real terms of estimate of the total development costs of Concorde is attributable primarily to the more accurate definition of the outstanding future task. This has been made possible by the satisfactory technical progress of the project in the recent past.

'Rather more than half of the decrease is attributable to re-estimates of French costs on the airframe development, while in the UK the reduction has been concentrated on the engine activities at Rolls Royce. Most of the remaining reduction is due to clearer definition of the work outstanding on engine development in the UK.'

Aids to the textile industry

Mr. Denzil Davies (Llanelli) asked about consideration by the Department of Industry of the possible effects upon aids to industry of the recent decision of the European Court, Re: Aids to the Textile Industry, Italy v. E.C. Commission (Common Market Law Reports, Vol XIV, page 593), whereby aids to the Italian textile industries were prohibited.

'My Department is aware of this case,' said Mr. Meacher. 'It concerned one aspect of an Italian scheme for the restructuring, reorganisation and conversion of the textile industry, which provided for a temporary reduction in the employers' contributions to family allowances. The UK does not provide assistance in this form, and there is no reason to suppose that the Court's decision in this case will restrict our ability to give effective aid to our industry.'

Delivery of buses

Mr. David Madel (South Bedfordshire) asked what information the Secretary of State for Industry has as to the average length of time that bus companies have to wait for the delivery of new British built buses, and the average length of time for delivery of spare parts from the factories.

Mr. Meacher answered: 'I am informed that the waiting period for buses depends on the type and make of bus required; that it is generally lengthy for double deckers; and that in some cases the waiting period extends to two years. Delivery periods for spares are dependent on a number of factors including shortages of some raw materials and the need to reach a level of demand which merits production.'

ECSC Fund

Sir Anthony Meyer (West Flint) asked what grants and loans have been approved for Wales from the ECSC Fund since 1 January 1975.

'No loans or grants have been approved for Wales under the Treaty of Paris since 1 January 1975,' said Mr. MacKenzie.

Mr. Kenneth Clarke (Rushcliffe) and Mr. Jim Lester (Beeston) asked what grants and loans have been approved for the East Midlands area for the ECSC Fund since 1 January 1973.

Mr. MacKenzie answered that no loans have been approved for the East Midlands area under Articles 54 and 56 of the Treaty of Paris. Figures for other loans and grants under the Treaty of Paris are not available on a regional basis.

Mr. Douglas Hurd (Mid-Oxon) asked what grants and loans have been approved for the West Midlands area from the ECSC Fund since January 1973.

Mr. MacKenzie answered: 'The following loans have been made to the National Coal Board under Article 54 of the Treaty of Paris:

£m	
2.9	Littleton colliery
4.7	Trentham colliery

Figures for other loans and grants from the European Coal and Steel Community are not available on a regional basis.'

Ebbw Vale steelworks

Mr. Cyril Smith (Rochdale) asked if a grant would be made to the Ebbw Vale steelworks of £1 million for the re-lining of the blast furnace.

'No sir,' said Mr. Meacher. 'Expenditure on such work is a matter for the BSC. Having considered carefully in the course of the closure review the possibility of re-lining a furnace at Ebbw Vale the Government accepted that it would not be justified.'

Mr. Smith also asked which works councils and workers' action committees were officially consulted in the steel industry review: and how much time was allocated to the Ebbw Vale Steelworks Works Council for oral evidence to the Minister of State.

Mr. Meacher answered: 'In the course of his review of the closure proposals covered by his Interim Report my Rt. Hon. and Noble Friend the Minister of State, Lord Beswick, held five tripartite meetings with the British Steel Corporation and the TUC Steel Committee, whose delegation in each case included local representatives of the appropriate workforce. He also held meetings with the following organisations representing workers in the industry:

Ebbw Vale Works Council
Ebbw Vale Joint Craft Association
East Moors Works Council
Hartlepool Works Council
Shelton Works Council
Shotton Trade Union Steel Industry Consultative Committee
Steel Industry Management Association
Steel Industry Management Association (Shotton Branch)

'In addition meetings were held with the relevant local authorities and Members of Parliament.

'No rigid time limits were imposed at any of the meetings.

'The two meetings at which the Ebbw Vale Works Council presented oral evidence lasted about four hours in all.'

Manufactured goods

Mr. David Knox (Leek) asked for information on the total sales of colour television sets, cars, audio systems, washing machines, refrigerators, cookers and vacuum cleaners, respectively, since June 1970 to the latest available date.

Mr. Meacher gave the available information in the following table. No statistics are collected of audio systems and those for gas cookers are available in value terms only.

TOTAL SALES OF UNITED KINGDOM MANUFACTURERS
(Total sales cover sales to the UK market and exports)

	Unit	1970 (Jul.-Dec.)	1971	1972	1973	1974	1975 (Jan.-Feb.)
1 Colour television sets	Thousands	280	834	1,469	2,117	1,427 (a)	..
2 Domestic radio receivers	Thousands	329	769	726	677	381 (a)	..
3 Motor cars (b)	Thousands	512	1,335	1,702	1,688	1,274	249
4 Washing machines	Thousands	483	1,049	1,249	1,375	1,067	..
5 Refrigerators	Thousands	429	1,013	1,150	1,285	891 (a)	..
Cookers:							
6 Electric (over 5 kW.)	Thousands	404	823	796	872	675	..
7 Gas	£ thousands	..	..	..	48,752	57,146	..
8 Vacuum cleaners (domestic)	Thousands	1,017	2,162	2,544	2,609	2,373	..

.. Not available. (a) Jan.-Sept. only. (b) New registrations of privately-licensed cars and vans. These cover both UK manufactured and imported vehicles sold on the home market.
Sources: 1, 2, 7 Business Monitor series; 3 Department of the Environment; 4, 5, 6, 8 Association of Manufacturers of Domestic Electric Appliances.

Employment by publicly quoted companies

Mr. Stanley asked how many people are employed by the 50th, 100th and 150th largest employer amongst publicly quoted companies.

Mr. Meacher answered: 'The latest readily available information on the numbers of employees of the largest UK listed companies is in the 'Times 1,000 1974-75', which covers only industrial companies. On the basis of the figures given in that publication, which sometimes include overseas employees and sometimes relate only to UK employees, the information is as follows:

Rank by number of employees	Company	End of accounting period	Average number of employees
50th	House of Fraser	27-1-73	29,713[1]
100th	Weir Group	28-12-73	13,500
	Mather & Platt	31-12-73	13,500
150th	Associated Fisheries	30-9-73	9,153

[1] UK employees only.

Industrial accommodation

Mr. George Grant (Morpeth) asked what was the average building cost per square foot for industrial accommodation in 1965, in 1970 and at the latest available date.

'This information is not available,' said Mr. Heffer. 'The average cost of Government advance factories was as follows:

Year of completion	£ per square foot
1965	3.36
1970	4.56
1974	7.34

'These figures include the costs of siteworks, access roads and services.'

Government Sales

Ministry of Defence

16 April 1975 Miscellaneous Stores

Location: City Auction Galleries, Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (tel. 0752 69292)

A large quantity of stores and vehicles lying at depots in Plymouth, Exeter and other locations in the West country and including greatcoats, raincoats, jackets, trousers, blouses, jerseys, pullovers, underwear, shirts, overalls, pillow slips, sleeping bags, kit bags, 400 suitcases, blankets, ground sheets, mattress covers, foam and I.S. mattresses, ankle-knee and flying boots, shoes, hammocks, bedspreads, sheets, mixed and woollen rags, 6½ ton of tentage, webbing, wooden and steel furnishings including desks, tables, bureau, stacking and other chairs, settees, writing and other tables, filing cabinets, iron bedsteads, lockers, wardrobes, dressing chests, safes, kitchen china and glassware, carpets, tea urns, aluminium ware, watches, clocks, binoculars, telescopes, microscope, barometers, barographs, photograph equipment, duplicating machines, kettles, cutlery, desk lamps, fans, speakers, floodlights, vacuum cleaners, convector heaters, 420 whistles, test meters, test sets, charging sets, gauges, tools, butchers chopping blocks, MT spares, portable drills, motor mower, paint sprayers, scrap batteries, tyres, chain blocks and tackles, ball and roller bearings, pull lifts, 550 wire rope bridles, hydroplane and rotor shafts, fire buckets, blackboards, 33 tons scrap metal, hydraulic hoses, chain saw, vertical steam boiler, 4 cylinder diesel engine, 6,000 wooden and other boxes, approximately 50 machine tools including lathes, cutting, planing, bending, drilling, grinding, hacksawing, vertical spindle moulding, screwing and wire cutting machines etc. Austin Gypsy van, Bedford 15 cwt. van etc.

22 April 1975 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (tel. 08693 2073)

A large quantity of stores lying at the Central Ordnance Depot, Bicester and other depots and locations, and including vests, pyjama drawers, greatcoats, bush jackets, drill trousers, khaki shirts, blankets, boots, shoes and other clothing and textiles; chairs, tables, bureaux, wardrobes, bedsteads and other furniture; canvas tentage, haversacks, groundsheets, web packs; tyres, air compressors, charging sets, generators, fire pumps, hand tools, cameras, electrical equipment, kitchen equipment, 1,100 Omega wristwatches; machine tools including lathes, milling and grinding machines, hydraulic presses, etc; vehicles including Morris Travellers and vans; and other miscellaneous stores.

Catalogues for the above sales, which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the date of the sale, price 10p (postal orders only).

Sale by Tender:

'Wild' EK5 electric co-ordinate printer, Hilger & Watts radial line plotters, Solartron electric beam riding simulator, Stereo comparators type CL1.

Applications for tenders should be made to the Ministry of Defence, Sales Supply 6aiii, Room 418, First Avenue House, High Holborn, London WC1V 6HE.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Publications

Transfer of Technology for Small Industries. Seminar held at Schloss Hernstein, Austria, 5-8 July 1973. Organisation for Economic Co-operation and Development. (250 pages. Available from HMSO. 1975. £3.40. ISBN 92 64 11296 0.) The seminar was held to clarify the scope and structure of policy action in promoting technology transfer in the small industry sector. It was attended by representatives of different disciplinary and professional backgrounds from 15 countries and several international bodies. Both within-country technology diffusion and international co-operation were explored; but most emphasis was given to the problems in stimulating technology assimilation in the traditional, and often underprivileged, sector of an industrial economy. The book is divided into two parts. The first part includes a precis of the discussion held during the seminar, and a useful review indicating issues suitable for further investigation. The second part consists of 16 essays selected mainly from discussion papers contributed by the seminar participants. These comprise two categories, those dealing with the general strategic considerations and policy guidelines, while the remainder review experiences and problems in different countries. The papers include tables and bibliographies. A list of participants and of documents submitted to the seminar are given in the annexes. This book presents an interesting basis for further discussion in this problematic field.

Mergers and Competition Policy. Report of the Committee of Experts on Restrictive Business Practices. Organisation for Economic Co-operation and Development. (71 pages. Available from HMSO. 1974. £2. ISBN 92 64 11257 X.) This report is designed to follow the earlier OECD report by the Committee on Market Power and the Law, published in 1970. The present publication analyses the effects of mergers on the structure of industry, utilising available empirical evidence in order to examine resulting variations in performance. The existing systems of merger control – or absence of the same – which operate in some OECD member states are enumerated and some tentative conclusions are reached which could form the basis for an effective merger management framework. The particular issues raised by international mergers are also considered and specific cases are cited in order to highlight the problems involved. The report does not attempt to lay down any single policy for governments to adopt when considering merger legislation. Rather, it recognises that differences in the economic, social and legal environments which prevail between countries must determine the shape of control mechanisms. However, the report does advance some guidelines which should benefit those states contemplating the introduction of legislation. First, mergers should be evaluated in as an objective manner as possible. Next, there should be a minimum threshold below which mergers would not be subject to control. Third, systems should be developed which would facilitate the obtaining of information on major mergers, including prior notification and registration. Finally, reasonable time limits should be set when challenging projected mergers. The report was approved by the OECD committee in June 1974 and reflects the position as of that date.

Factors and Conditions of Long-term Growth. United Nations Economic Commission for Europe. (229 pages. Available from HMSO. 1974. £4.40. ISBN 0 11 903577 4.) This publication emanates from a seminar held in Stockholm in early December 1973. The papers comprising the study were presented under the auspices of the senior economic advisers to ECE governments, thus enhancing the authority of the studies published. The subject chosen corresponded closely to Governments' concerns at a time when far-reaching changes were occurring in the economies of the ECE countries. The experts, meeting at Stockholm, endeavoured to analyse in a spirit of mutual understanding – despite all doctrinal differences between the economic systems of their various countries – the problems arising from a rapidly changing and possibly hazardous future. Among the objectives of future growth, they laid the emphasis, inter alia, on income distribution and the quality of life. The seminar comprised 10 major papers, including the Chairman's introduction and opening round-table discussion which concerned new approaches to long-term economic growth in the ECE region. National contributions were as follows: Sweden contributed two studies: a synoptic note on factors and conditions of long-term growth together with a paper which gave a decision model for balanced economic development in the Swedish regions. The United Kingdom analysed industrial specialisation and trends in industrial policies while Hungary submitted a related paper on structural change and growth. More specific problems formed the topics of both the Netherlands and France: the former's contribution examined the economic impact of pollution abatement and took, as an example, the case of water pollution by degradable organic matter. The latter country related the problems of the supply of ores, metals and energy. Long-term growth and structural changes in a socialist economy formed the basis of papers by Hungary and Poland – this providing an interesting example of the convergence elements in economies deriving from initially different approaches. Finance, in the specific form of public expenditure tendencies during the 1960s, appeared as the chosen subject of Denmark. The quality of life was central to the contribution from the German Democratic Republic – a paper on economic growth where there are variations in working hours in the productive sphere of the national economy. Altogether this volume should provide an interesting and informative compilation of both unity and contrast in national economic thinking.

Motor Fuels Retailers' Margins: an interim report. Price Commission. (13 pages. Available from HMSO. 1975. 35p. ISBN 0 11 700283 6.) This interim report was submitted on 18 February 1975 to the Secretary of State for Prices and Consumer Protection, who has decided that it should be published. The report was compiled pursuant to paragraph 2(1) of Schedule 1 to the Counter Inflation Act of 1973. The terms of reference instructed the Price Commission 'to examine and report on the level and adequacy of margins and discounts accruing to retailers from sales of motor fuels'. The study begins with a summary of the report and its conclusions divided into two main headings: the level of margins and the adequacy of margins. This initial summary should be read in conjunction with the addendum to the interim report, as this latter item updates certain aspects of the main body of the work. The main text opens with a brief introduction outlining scope and contents. This is followed by the paragraphs dealing with the adequacy of margins comprising sections on the type of inquiry, interim results, standardising adjustments and an outline of the Commission's study of oil company retail operations. The report then goes on to examine the adequacy of margins and divides this area into an examination of the background to the problem, the movement in prices and margins, movements of prices costs and margins and, finally, movements since the period covered by the inquiry. The Commission next details its interim conclusions and goes on to enumerate the coverage of their projected final report. The publication concludes with an appendix detailing the sampling methods used by independent consultants in the study of independent motor fuel retailers and illustrates this with tables showing the average results for all retailers in the sample. The report is well supported with quantitative data and should prove of interest to many in both retail and production enterprises as well as all those concerned with an important aspect of the UK oil industry.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Cuba – growing prospects for British exports

by Michael W. Marshall, First Secretary (Commercial), British Embassy, Havana

Compared with some of the larger Latin American countries the Cuban market for British products may at first sight seem modest. However, it is a growing one: exports from the United Kingdom over the past few years have been averaging some £20 million annually and rose to £24 million in 1974. Notwithstanding shipping difficulties – which complicate our export operation – Cuba is currently the seventh largest importer of British goods in the Latin American region and in 1973 was the seventh largest importer of British goods in the list of 35 countries in Latin America and the Caribbean. Since 1970, trade in both directions between the United Kingdom and Cuba has risen from £26 million per annum to its present level of £44 million per annum. Cuba's exports to the United Kingdom in 1974 totalled £20 million. Of this, £17 million was for sugar purchased by refining companies which themselves contribute significantly to British exports. Cuban imports from third countries also contain important British export packages. All the indications are that trade will continue its upward trend in 1975 and rise significantly in the second half of this decade.

Cuba is the largest of the Caribbean Islands. In area it is almost exactly half the size of Britain with a population estimated in 1973 as just over nine million people. Its economy is based primarily on agricultural products, with sugar, of which Cuba is the world's largest exporter, as the principal crop accounting for some 80 per cent of all export earnings. The sugar cane is processed in some 152 mills throughout the country – in itself a vast industrial undertaking. Derivatives from the cane, which also play an important part in the economy, include alcohol, syrup, molasses and, as a by-product, bagasse – the fibre remaining after every edible atom has been squeezed from the cane. Bagasse is being increasingly used in the production of certain types of paper and fibre board and as a source of industrial fuel. Other products include tobacco (Havana cigars are still as inimitable as . . . Scotch whisky!), fish, citrus fruits, coffee and rice; and there is now under way a large-scale development of new or expanding industries such as nickel mining and processing (nickel is the country's second largest export), textiles, fertilisers and the marine industry, including both ship-building and ship repairing.

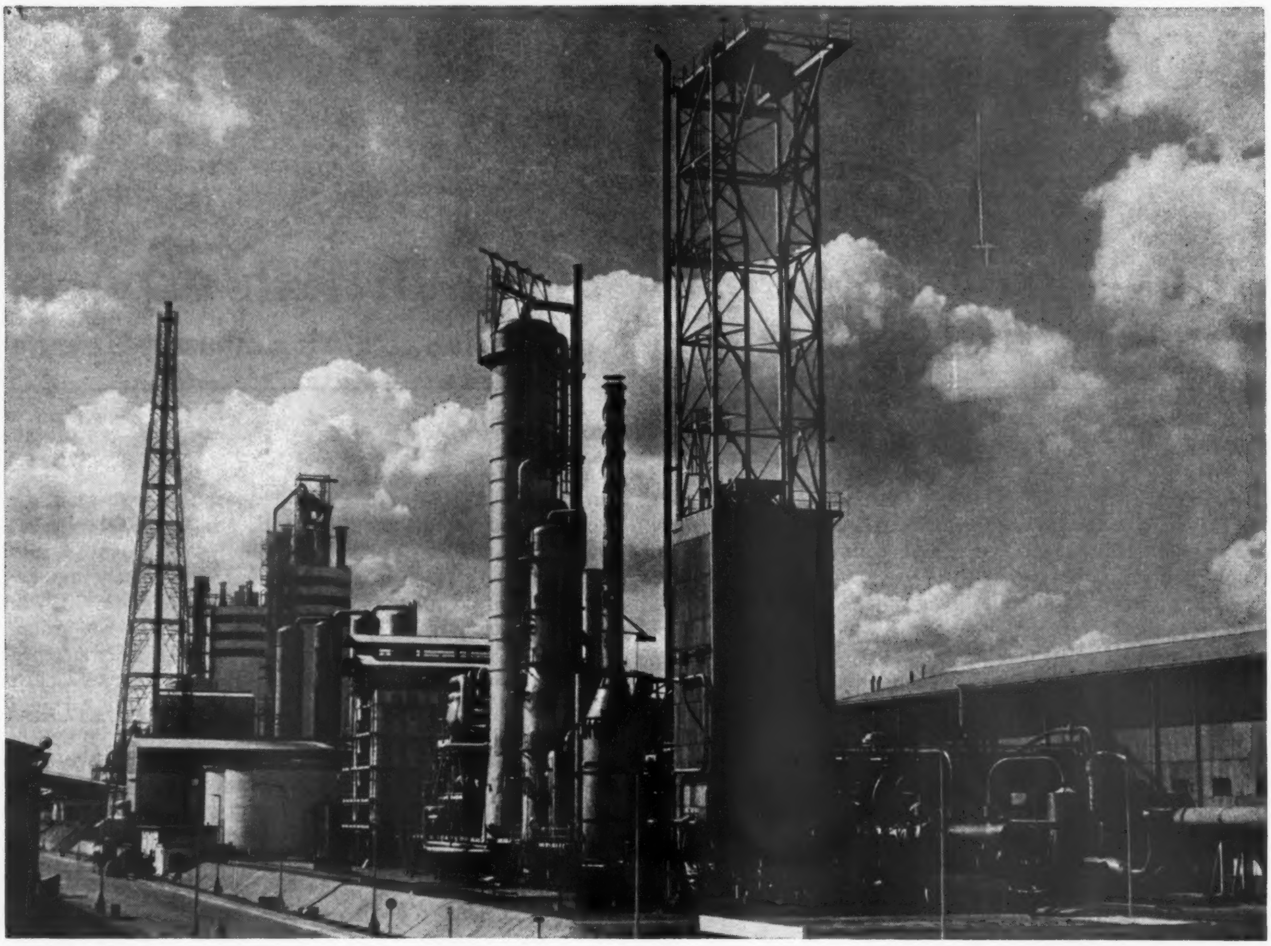
Dr. Fidel Castro's revolutionary movement took over power from the Batista regime at the beginning of 1959: subsequently Dr. Castro declared that Cuba would be governed as a Marxist-Leninist state. Cuba is now a member of the CMEA group of Communist countries. Her economic development plans are being co-ordinated with those of her CMEA partners for the next five-year planning period, 1976-80. On the prevailing pattern, Cuba would normally carry out some two-thirds of her trade with her CMEA partners and the remaining one-third with non-Communist countries. This is an understandable pattern, considering the extensive trade, credit and aid facilities given to Cuba by her Communist partners, particularly the Soviet Union. But it can be taken that a very substantial part of Cuba's imports, particularly of complete plant and specialised equipment, will continue to come from countries outside the CMEA group. As a result of the great increase in her foreign currency earnings from sugar during 1974 when world prices reached record levels, and with hopes for continuing steady earnings from her developing sugar industry in a growing world market, Cuba is now able to budget for a higher volume of imports from convertible currency areas. A Cuban Vice Prime Minister, quoted in the Cuban press, has said that industrial investments alone in the new five-year plan will be of the order of £2,000 to £2,500 million, 60 per cent of which will be spent on imported goods. This means that even greater opportunities are now open for British firms in the Cuban market.

West India Committee mission's report

During the visit to Cuba last November of a mission sponsored by the West India Committee (*Trade and Industry*, 9 January), its leader, Lord Walston, and members were given some indications of these prospects. The mission's report, which was published in February, gives these in outline and further information can be obtained from the Department of Trade. Proposals include plans for development of basic industries including the purchase of complete plants; the construction of new textile and tyre complexes; continued mechanisation of agriculture and the expansion of irrigation; developments in refrigeration and food processing; development of the construction industry with heavy investment in earth-moving equipment, graders, cranes, etc.; and development in the marine industry, including extensions and modernisation of shipbuilding and repairing facilities, purchases of port operating plant and proposals to modernise and expand ports and terminals. Apart from these new prospects for capital goods, Cuba's purchases of some consumer goods, products and spares for industry, chemicals, etc. should also increase as her economy expands.

For British firms, the Cuban market offers growing opportunities. But the Cuban Government has stressed that imports, particularly of capital goods for development projects, will be open to international competition and that the placing of contracts will be decided mainly on the financial and credit terms which Cuba is able to obtain from the West. In this connection ECGD is active in supporting British trade in the Cuban market.

The potential of the Cuban market has not been lost on



A fertiliser plant built by Simon-Carves at Cienfuegos in Cuba.

our competitors. They include particularly Japan and Spain which, as major purchasers of Cuban sugar, have a special incentive and advantage in building up their exports. Spain and France have recently announced that they will facilitate credits of $900 million over three years and $300 million over two years, respectively. Argentina has given credits of $200 million per year over six years. Canada and a number of European countries are similarly, through aid and credit facilities, demonstrating their interest in the Cuban market.

State trading procedures

But, with the facilities offered by ECGD and the skills of British banking behind them, British exporters should not be at a disadvantage on credit and financial terms. As elsewhere, other factors enter into the successful package: good quality (a feature of British products recognised by Cuban buyers), competitive prices and realistic and reliable delivery dates. British companies wishing to do business with Cuba also have to recognise that this is a State trading nation. This in itself poses special problems, with which companies already dealing in Eastern Europe will be familiar. For other companies, the system may involve new procedures; but these need not and should not deter profitable negotiations. In Cuba, all purchases and sales are carried out by State organisations. These are Ministries, State Organisms or *Empresas* (Undertakings), all of which have either a purchasing or managerial role and sometimes both. These organisations have specific responsibilities for obtaining imports either for themselves or for other end users in their particular sector of the economy. An advantage of this system is, of course, that there is usually a centralisation of business negotiations with a single purchaser functioning on behalf of all end users in the country. As the Cuban authorities point out, the system also means that there are no intermediary or agency fees nor are there sales promotion costs. They, therefore, expect quotations for their business to reflect the absence of these overheads.

The Department of Trade has a complete list of Cuban purchasing agencies and is ready to give advice to companies new to the Cuban market. The Commercial Section of the British Embassy in Havana will be happy to advise individual inquirers on prospects and ways of making contact in their fields. The British Embassy will also be glad, on request, to pass trade literature and price lists to appropriate purchasing agencies for any companies who wish to establish whether an interest, and openings, exist for their products.

(Advice on communicating with the Embassy can be obtained from Department CRE 2 (2) of the Department of Trade.) Many of the Cuban State trading organisations have their own representatives at the Commercial Office of the Cuban Embassy in London (54 Conduit Street) who are a most important link in establishing contacts. Since negotiations are carried out by particular *Empresas* for specific sectors and purposes, UK businessmen will not normally find it fruitful to try to visit Cuba until they have established preliminary contacts and have the sponsorship of the particular organisation concerned. Also it is necessary to obtain a visa before entering Cuba and this will not normally be readily available to business visitors unless the contacts with and sponsorship of a State organisation have been arranged beforehand. Normally, applications for visas should be made to the Cuban Embassy in London at least six weeks before the date of the proposed visit.

Once these essential preliminaries have been settled, those who come to Cuba can be assured of a courteous and hospitable welcome and honest but tough business dealings. The experience of those companies that have already established mutually advantageous trading relations with Cuba is that, once signed, contracts are impeccably carried out. Cuban negotiators normally expect business visitors, particularly at the later stages of a deal, to have the full backing and authority of their company to take on-the-spot decisions. They also expect company representatives to be fully versed in technical, operational and, where relevant, financial aspects of the negotiation. Where this involves a wide range of skills, for example, in discussions over a major contract for a complete plant, etc. the Cubans would expect negotiators to be supported by a team of their own experts or advisers.

In brief, here is a profitable market – linked both to the Latin American/Caribbean region and to Eastern Europe – which presents to the enterprising British exporter a challenge but also the prospect of rewarding business.

BOTB News

Harmonised commodity description and coding

Several years ago a leading European industrialist complained that to complete an international trade transaction movement he had to describe his basic product—a simple electric light bulb—in up to 17 different ways to satisfy the requirements of the many parties involved. Without some remedial action and with the increase in use of electronic means of handling and transmitting information this situation is likely to get worse rather than better.

Fortunately such action is now being taken under the auspices of the Customs Co-operations Council, with the aim of producing an international harmonised commodity description and coding system for use by Customs Authorities, carriers and statisticians. The aim is not only to produce a drastic simplification down to one common description for each commodity but also to provide a commodity coding system suitable for use in the increasing number of computer and data transmission systems now being brought into use by many commercial as well as official interests in international trade and transport.

It is hoped that the system will be available for operational use by the end of this decade. When it is available it is intended that Customs Authorities, statisticians (for instance those concerned with external trade and industrial statistics) and carriers in the various modes of transport will be able to convert their tariffs so that one basic description and/or code number will be sufficient to provide information for Customs duties, freight and statistical summaries. The harmonised system is not however designed to replace the internal commodity information systems of manufacturers and wholesalers. These, for production and selling purposes, generally require extremely detailed commodity information such as size, shape, colour, weight, voltage, quality, etc. Those commercial interests which are engaged significantly in international trade should be able to get the best of both coding worlds by adopting the harmonised code number and using it in conjunction with the commodity data on their internal records.

The supplier could then quote the harmonised code number on his invoice and his shipping introduction and this information could be used to prepare instructions for carriers, for Customs documentation and for declarations produced for export trade requirements. This would mean that once the number had been identified for a particular product no further commodity description and coding preparation would be necessary.

HM Customs and Excise and the Simplification of International Trade Procedures (SITPRO) Board are currently conducting a study of possible users requirements in the UK to identify their maximum commodity description needs, to see whether or not these can be accommodated in the system and what size the ultimate system might be. Similar studies are also being carried out in a number of other countries. HM Customs and Excise and SITPRO feel that once this study has been completed it will then be possible to decide in detail how this system might be used, to identify the advantages to all concerned and to see how the basic commodity information might be generated.

A number of trade organisations, individual companies and government departments have already been contacted to assist in this study. Other interested parties who wish to contribute their views are invited to contact the SITPRO office direct at 26 Caxton Street, SW1 (tel. 01-222 3673).

The SITPRO Board was set up in June 1970 to guide, stimulate and assist the rationalisation of international trade procedures and the documentation and information flows associated with them.

The Customs Co-operation Council (CCC) is a 75 member inter-governmental organisation with headquarters in Brussels. Governments being represented by their Customs Administrations. Other governmental and non-governmental international organisations are normally represented at CCC meetings by observers. However in the case of work of commodity description and coding a number of such international organisations such as those representing the main international carriers are full members of the CCC Committee and have full voting rights.

A harmonised commodity description and coding system for use in international trade

1 All merchandise which is the subject of international trade has to be described and redescribed many times during the journey from supplier to consignee. These same goods also have to be repeatedly identified by differing codes which are often incompatible, one with the other.

2 Every organisation concerned with international trade, whether it be commercial or official, national or international, is aware that this situation has a number of costly consequences for international trade. The need to find a solution becomes more pressing with the growing use of computers and automatic data transmission systems.

3 Against this background the Customs Co-operation Council (CCC) (a 75 member inter-governmental organisation with headquarters in Brussels) has undertaken a new project to design a harmonised system which

will simultaneously meet the major needs of Customs authorities, external trade statisticians, carriers and producers. This new system will be based on and, in many respects, will be an extension of the Brussels Tariff Nomenclature (BTN).

4 The BTN, launched in the 1950s by the CCC, is itself an internationally accepted system for the classification and coding of goods in international trade. Its success is demonstrated by its adoption by over 130 countries for Customs tariff purposes, by many trade statistics systems and by a number of transport organisations. Its limitation is that it identifies the total range of world trade in approximately 1,100 packages and this level of detail is insufficient for most needs.

5 The new harmonised system is being built-up by reference to some 15 classification systems chosen as being representative of detailed requirements of Customs, statisticians and carriers. These interests, together with organisations involved in trade facilitation, are represented on the Harmonised System Committee which has been established by the Customs Co-operation Council and charged with the development and implementation of the system. Widespread support is also given by other countries and organisations whose members attend and participate in the meetings of the Committee as observers.

6 It is appreciated that no system can, in practice, satisfy all needs of all potential users. It is therefore intended that the projected harmonised system should be sufficiently flexible to permit its use either as it stands, in abbreviated form or as the core of more detailed, in-house systems.

7 It is envisaged that the system will comprise a number of complementary elements, each with its own individual characteristics:

a structured nomenclature with associated six-digit code numbers, developed from the BTN and correlated with the UN Standard International Trade Classification (SITC);

a detailed list of commodity description (descriptor list), coded and linked to the structured nomenclature;

an alphabetical index developed from the descriptor list; and

Explanatory Notes as necessary, supplementary to those of the BTN.

8 It is hoped that the system will be available for operational use by the end of this decade and when it is implemented, there will effectively be two main classes of users. The first consists of the commercial interests – manufacturers, wholesalers, etc. – and the second, Customs authorities, statisticians, eg those concerned with external trade and industrial statistics, and carriers in the various modes of transport. For production and selling purposes the commercial interests require extremely detailed commodity information. They need to specify, for example, size, shape, colour, weight, voltage, quality and many other physical attributes. The harmonised system would not, therefore, replace their internal commodity information systems. However, those commercial interests which are engaged significantly in international trade could facilitate their interests by adopting the harmonised code number and using it in conjunction with the commodity data on their internal records.

9 The supplier could quote the harmonised code number on his invoice and his shipping instructions and this information could be used to prepare instructions to carriers, for Customs documentation and for declarations produced for export trade requirements. The importer will of course be able to quote, in addition to the harmonised code, any code which may be required for the completion of administrative formalities in the course of the delivery of the goods.

10 External trade statistics could be readily compiled on the basis of the codes of the harmonised system which are correlated with the SITC.

11 Those with practical experience of the development of any comprehensive commodity classification system will appreciate that this is an ambitious project and that the volume of work is enormous. The exploratory phase of the project was marked by the close-co-operation established between all the varied interests concerned, prompted by a common agreement on the pressing need for results. Similar co-operation during the development phase will be essential and organisations and associations will be asked to provide an expert and critical assessment of draft recommendations for sections of the system. It would be difficult to over emphasise the value of an adequate feedback of such assessments to those who will be working directly on the project and to the ultimate success of the system.

Trade Board supports industry's export plans

A thorough review of the British Overseas Trade Board's Product Selection Exercise has been completed and the Board has approved the consequent promotion plans for the financial year 1975-76. The object has been to work out with industry a joint export promotion strategy for Britain's major export markets.

Begun in 1973, the Product Selection Exercise has involved Diplomatic Service Posts in identifying those products which seemed to hold the best export prospects for British industry. Short market reports were prepared for home-based officials to discuss with trade associations and individual firms with the object of agreeing for each major market a list of products on which industry set a high export priority and hoped to achieve substantial returns and on which the BOTB might most effectively concentrate its efforts and resources.

In the 1974 review, 58 product sectors were covered by reports from the posts and these were sent with a questionnaire by way of the Export Intelligence Service for the comments of some 6,000 firms and 75 major trade associations. By extension, officials of the Export Services and Promotions Division and Regional Offices visited the trade associations and 1,200 of the firms for further discussion. Industry's reactions were then referred back to the Posts and to the Area Advisory Groups of the Board for further refinement.

In the light of these wide-ranging consultations, selected product lists were drawn up for the major markets. (Because much of the information was obtained in confidence from firms the Board does not intend to publish the lists but will use them in working out with industry programmes of BOTB-supported export promotional activity.)

The consultations were welcomed by firms and their trade associations and they were generally keen to discuss their overseas marketing intentions. The Board for its part has been provided with a helpful indication of industry's plans as they have been affected by the difficulties of recent months.

The Board will undertake another review of the exercise during this year to take account of the uncertainties surrounding the pattern of international trade in 1975 and the extent to which industry's intentions may be modified.

UK trade promotions in Australia

The British Overseas Trade Board sponsored the biggest-ever UK participation in the International Toy and Sporting Goods Fair in Sydney, New South Wales, in March.

This joint venture display, organised in collaboration with the British Toy Manufacturers Association, consisted of 37 companies covering 1,200 sq. m. and was by far the largest foreign contingent at the exhibition, showing about 1,500 different items.

Exports of British toys to Australia in 1974 amounted to £6.6 million, an increase of 127 per cent over the 1973 figure of £2.9 million.

Over two months British businessmen have been or will be travelling to Australia and New Zealand on four trade missions supported by the British Overseas Trade Board.

These are: Food and drink mission, 10-26 March – The British Food Export Council in association with BOTB organised a mission of 12 members which visited Sydney, Melbourne and Perth, having first been to New Zealand. Northern Ireland trade mission, 10-27 March – The Northern Ireland Chamber of Commerce and Industry sponsored a trade mission to New Zealand which carried on to visit Sydney and Melbourne in Australia.

Jewellery and giftware industries trade mission, 22 March-26 April – The British Export Council for the Jewellery and Giftware Industries organised in association with the BOTB an outward mission to Australia; the members mission travelled there from Japan and took high-value examples of their products. Book Development Council trade mission, 1-24 April – The Book Development Council has sponsored a trade mission to Australia and New Zealand.

Export Business

Mohamed F. Meguid, a development engineer with Egyptair, undergoing a familiarisation course on a crystal-controlled clock system at the Leicester works of Gent and Co. Ltd. The clock system, based on the company's C17 MkII Crystal Chronometer, has a timekeeping accuracy of up to 1/1,000 of a second a day. It is being supplied to the Egyptian state airline for installation at Cairo civil airport. About 100 slave clocks will be operated from the master unit to serve the flight operations room, hangars, vehicle and equipment workshops, catering buildings and management and administration offices. In addition to the clocks, Gent and Co. will be supplying the battery and battery-charger power supply units for the installation.

Major contract for Iranian grain silos and flour mill

A contract worth £43 million has now been signed in Tehran between the Ministry of Commerce and Redler Grain Silos Ltd., covering the supply over a three-year period of five grain silos with capacities ranging from 25,000 tonnes to 100,000 tonnes and a 300 tonnes per day flour mill at sites in north west Iran.

The consulting engineers for the project are John H. Haiste and Partners of Leeds, who will also supervise and co-ordinate the work of all the companies involved.

Redler Conveyors Ltd., of Stroud, a company of the Brockhouse Group of West Bromwich will be responsible for all the conveying equipment and plant within the silos, valued at £6¾ million, which will also provide work for other companies within the Group. The main civil work in Tehran will be carried out by Modjm Company, a leading contractor in Iran. Holst and Co. Ltd., of Watford, have been consulted on the use of the sliding form-work equipment for the project.

The contract was signed by Dr. Alizadeh, Deputy Minister of Commerce, and Mr. T. N. O. White, managing director of the Handling and Process Plant Division of the Brockhouse Group, following three months continuous negotiation.

The total British share of the contract is over £11 million.

British consultancy for base in Kuwait

Brian Colquhoun and Partners have been appointed to handle the engineering consultancy work and to design and supervise the construction of the Kuwait naval base at an estimated cost of £50 million.

Negotiations between the Ministry of Defence of the Kuwait Government and Brian Colquhoun and Partners culminated in a contract signed jointly by Kuwait's Minister of Defence, His Excellency Sheikh Saad al Abdullah al Sabah and Mr. Brian Colquhoun, senior partner of the Mayfair consultancy.

Aluminium strip mill ordered for S. Africa

Loewy Robertson, the Poole-based division of Davy-Loewy Ltd., a Davy International company, has been awarded a contract worth more than £12 million for the supply of a rolling mill for aluminium strip to Huletts Aluminium Ltd., South Africa. The new mill, which will rank among the biggest and fastest aluminium mill of its type in the world, is a key unit in major plant extensions which Huletts Aluminium is undertaking at its Pietermaritzburg factory.

The 1,930-mm. wide mill will cold roll coils of aluminium alloy strip weighing 12 tonnes in a wide range of thicknesses from 7-mm. down to 0.1-mm. and at speeds up to 1,250 metres/minute.

Automatic controls will ensure high speed and accurate operation. Strip thickness will be automatically controlled to extremely fine limits by Davy-Loewy's hydraulic, precision-gauge control system which has been widely adopted by the world's leading metal producers. Over 90 systems are now installed or on order for mills in 16 countries including the USA, West Germany, Japan, Belgium, Spain and the UK.

The main mechanical parts of the mill will be manufactured in the Sheffield works of Davy-Loewy.

Huletts Aluminium is the sole producer of aluminium sheet and strip in South Africa and the mill will more than double the company's capacity.

Oman's urgent order for skip loaders

Largely because it was able to supply complete units from stock, the Newport Pagnell-based firm of Trio Containers Ltd., was recently awarded a contract valued at £19,500 for skip loaders and ancillary equipment destined for the Defence Department of Oman. The company was able to meet the very urgent deadline required by the customers.

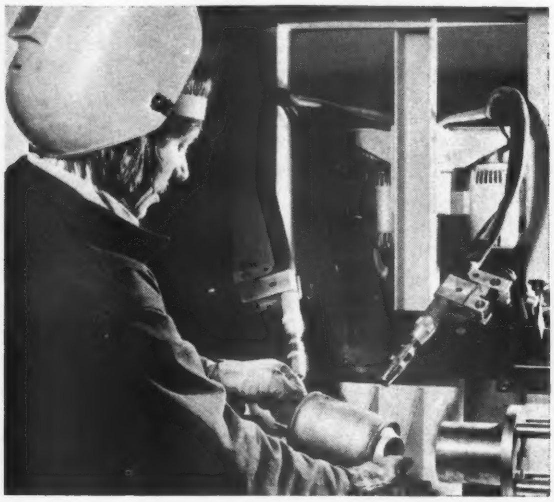
The order was placed with Trio, which specialises in the design and construction of skip loaders for waste disposal, by the London civil engineering contractors, Pauling and Co. Ltd., and called for two complete Bedford chassis fitted with Telehoist CH 501 Load Luggers, plus 12 enclosed containers supplied in an unassembled condition for eventual fabrication on site. Spares considered necessary for two years' operation were also supplied.

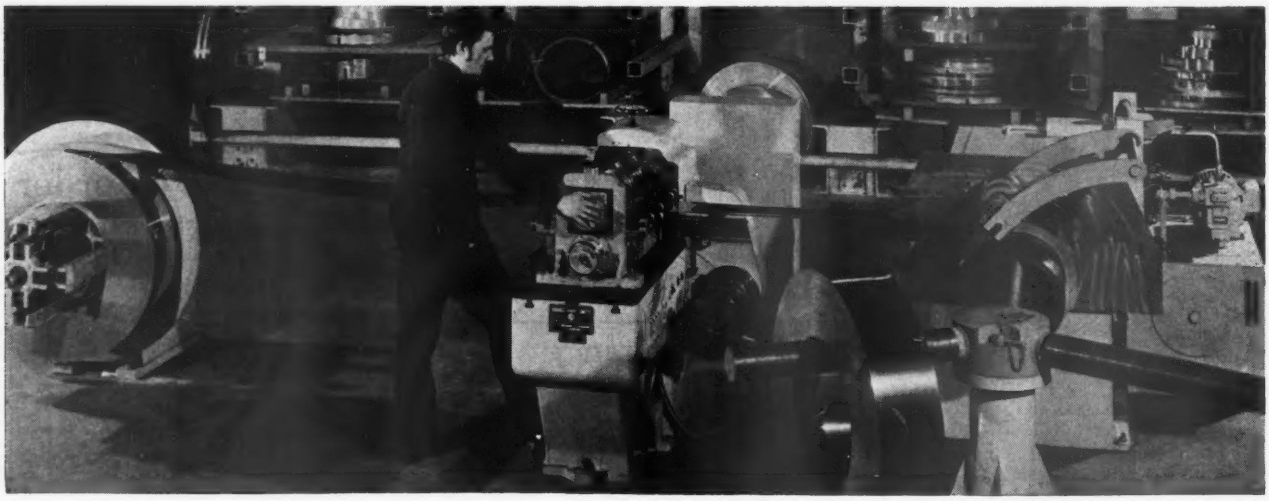
Export experts

Top left: A valve for the control of water-tight doors on ships, newly developed by Pratt Precision Hydraulics Ltd., Halifax, to reduce by half the size of previous equipment, is pressure-tested to 3,000 lb. per sq. inch. The company supplies tailor-made hydraulic control systems to many companies at home and overseas.

Top right: Final assembly of a stainless steel catalytic converter unit for cars. The units – being made at Blackpool by Cheswick and Wright, part of TI Silencer Group – will be fitted by British Leyland to cars exported to the United States.

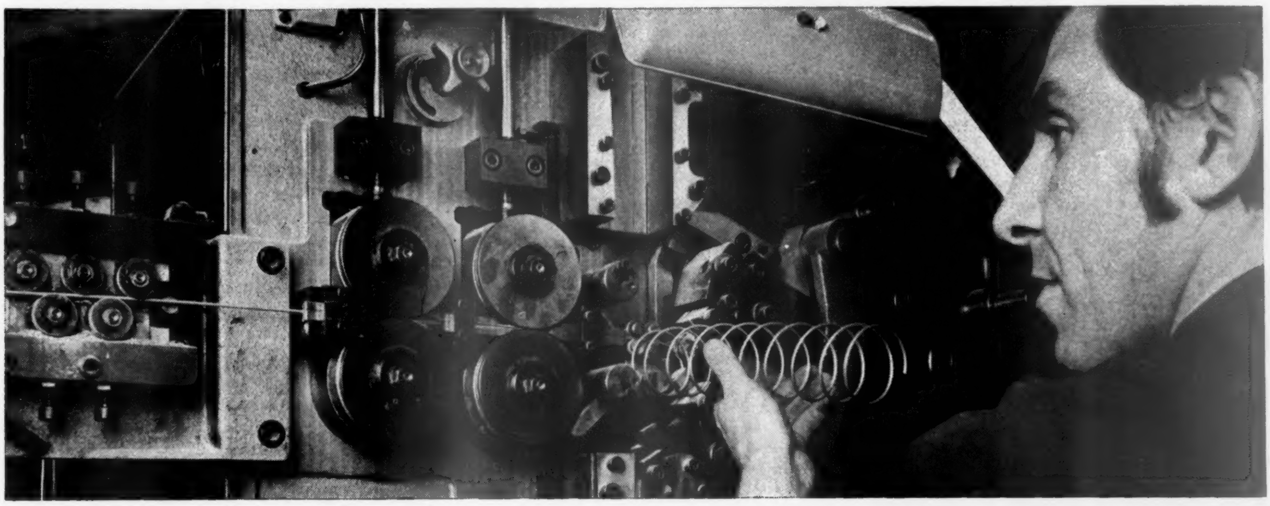
Bottom: This new type of steel slitting machine equipped with an interlocked two-ton recoiling facility has been ordered from Brookes (Oldbury) Ltd., Warley, Worcestershire, by Bundy Tubing (India) Ltd., of Baroda to extend capacity for large coil handling.





Top: Production of a large diameter spring by F. M. K. Manufacturing Ltd., Macclesfield, Cheshire, a company which originally specialised in stainless steel dyesprings for the textile industry. FMK's marketing success was recognised by the award in 1974 of both the Queen's Award to Industry and the Export Award for Smaller Manufacturers, as a result of sales to 45 countries.

Bottom: This NC machine in Borg-Warner's factory at Basildon, Essex, produces turbo compressor shafts from pre-prepared forgings. A£2 million factory extension enables the York-Europe division to double production of refrigeration machines and packaged air conditioning systems. Seventy-five per cent of Basildon's production is exported.



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Exhibitions and Fairs

Classic cashmeres and fake furs a fashion feature in New York

From Joan Keith Hardy, British Trade Development Office, New York: Classic Scottish cashmeres and kilts, fake furs and floating chiffons were part of a varied and interesting collection of British fashions presented in New York at the Fifth European Fashion Fair.

This was the first time for five years that a British women's fashion group had shown collectively in the US. Sponsored by the British Knitting Export Council and led by Miss Joan Broughton who manned the information stand, the 13 British participants showed their collections at the Statler Hilton Hotel, New York, 2-5 March.

Although the fashion press reported that buyer traffic at the fair was not quite up to expectations, overall business booked at the show was claimed to be between $5 and $6 million and it would be reasonable to assume that later orders will add substantially to this total.

The European Fashion Fair has now become an established feature of the New York fashion scene and, although the current recession affected buyer traffic, most of the leading New York buyers and many important out-of-town buyers attended. The European Fashion Fair is very well publicised by the organisers and the trade publication *Women's Wear Daily* produced a special supplement on the show which featured two of the British exhibitors.

The most successful firms were those which showed 'fashion' as opposed to classic styling. Among the British group, Janice Wainwright (*stand pictured*), Jean Varon and Crochetta were outstandingly successful and all three were featured on American network television.

Even those firms which were less successful in terms of actual business booked at the show reported having made useful contacts which it was hoped would develop into future business, while some were successful in appointing US representatives.

Aid being considered for Lima and Bogota

The British Overseas Trade Board is considering arranging some form of official participation at the Pacific International Fair, Lima, Peru, 12-23 November this year, and at the Bogota International Fair, Colombia, 10-25 July next year.

Firms interested in the possibility of participating should contact: N. J. D. Robinson, Hillgate House, 26 Old Bailey, London EC4 (tel. 01-248 5757, ext. 7011) – by 30 April in the case of Lima and by 31 July for Bogota.

UK packs a punch at São Paulo show

From W. John Hall, Consul (Commercial), British Consulate-General, São Paulo: British was one of three countries with an official stand at the 7th International Packaging, Paper and Graphic Arts Trade Fair held in São Paulo, Brazil, in the first week of March. Called Printpack for short, the biennial event this year offered stands covering 12,500 sq. m. and attracted 105,791 visitors, most of them Brazilians, with a sprinkling of potential buyers from other Latin American countries.

The ochre yellow, greyish blue and white British stand occupied 375 sq. m. The Institute of Packaging manned an information stand and 11 companies, in the midst of the biggest heat wave of São Paulo's summer, consolidated their position or prepared plans for new inroads in the Brazilian market. These comprised Crosfield Electronics, Driver Southall, W. Notting, C. A. Harnden, J. J. Huber, Rejafix, the Sericol Group, George M. Whiley, Baker Perkins, James Halley and Wright Machinery.

British Cellophane and T. C. Thompson exhibited separately on their own stands. Other UK firms represented by exhibits on the stands of agents included Newman Labelling, Norprint, Caleb Duckworth, Compac, Howson Allgraphy and Billows Graphic Equipment. Wiggins Teape was present through its Brazilian subsidiary.

By official count, 486 companies – 160 of them Brazilian – were represented at Printpack 75, although some of them made their presence felt only through displays and photographs. The USA (with 71 exhibitors grouped in 1,200 sq. m. of stand space) and Italy (seven exhibitors in 250 sq. m.) were the two other countries with official presentations.

Other countries exhibiting through the stands of agents included Argentina, Australia, Belgium, Denmark, France, the Netherlands, Japan, Norway, Sweden, Switzerland, Czechoslovakia, West Germany and East Germany.

The area covered by the fair at the Parque Anhembi Exhibition Hall was 26,000 sq. m. – in other words, just under half the total available. There was a slight reduction, compared with Printpack in 1973, in both the number of exhibitors and that of visitors, reflecting the rather tighter business conditions currently prevailing in a Brazil which may achieve this year a GDP growth rate of 'only' about 7 per cent, compared with an average 10 per cent over the last six years.

Colourful range of products admired at gift exhibition

From J. Kerin, British Trade Development Office, New York: The 88th Semi-Annual New York Gift Show was held at the New York Coliseum and New York Sheraton Hotel 23-28 February. Fourteen British firms, sponsored by Westminster Chamber of Commerce and British Overseas Trade Board, exhibiting a wide and colourful range of products, took part under joint venture arrangements.

Showing for the first time in the New York Gift Show were six firms including A. Hill and Co. which displayed reproduction Celtic and early Scottish jewellery and costume jewellery based on these designs; Invicta Plastics featuring its award winning game, Mastermind, along with a variety of decorative and practical gift and houseware items.

Other 'first timers' were Kandall Designs, with a wide range of handcrafted candles, varying in colours, shapes and textured designs, all perfumed with a sandalwood essence and gift boxed, and Peggy Nisbet, displaying her famous costume and portrait dolls and her new designs for the Bicentennial celebrations. Overseas Marketing and Sales Promotion presented a variety of British manufactures, such as copper etchings, medieval reproduction gum plaques, smokers' requisites, backgammon and chess games, while C. H. F. Parker (Leathergoods) Ltd. displayed its quality leathergoods including bookmarks, passport covers and presentation packs.

The remaining eight exhibitors have showed their products at least once before in the show. Athena Reproductions Ltd., with a new full colour card catalogue listing 76 subjects of its fine art posters, also exhibited an art nouveau series. Crayonne Ltd., which added a new dimension in the field of plastics with its Input Collection, introduced new design ideas: a streamlined collection of boxes in ABS plastics, 'bubble' lamps in polypropylene and colourful door numbers in durable zinc alloy.

Dragon Crafts Ltd. was on hand with its latest selection of Welsh handcrafts and Etchmasters Ltd. again displayed its range of etchings on copper. T. G. Green Ltd., well known for its simple English country-look pottery cookware, introduced a range of bold planters in four sizes and additions to its cookware line. Macaulay Mann Heraldry presented its speciality of hand-painted coats of arms. Spode showed its distinctive Sheffield bone china patterns and introduced miniature cups and saucers in the new Hammersley line. Ulster Weaving Co. Ltd. exhibited its wide and colourful range of Irish linen tea towels, in addition to English lace tablecloths, decorative chopping and kitchen boards and other products.

Westminster Chamber of Commerce maintained an information stand which was frequented by many visitors inquiring about British products.

Although the United States is in the throes of a depressed economy and the level of retail buying is reduced, adequate buying power by the more affluent members of society was evidenced at the show by the placing of orders with suppliers of quality merchandise. This was substantiated by one buying office's gift buyer who stated: 'Along with price, merchants are looking for better design and quality because merchandise still sells well if it's stylish'. In addition, gift-buyers sought suppliers of planters and other 'green scene' merchandise: tabletop items such as oven-to-tableware, as well as clear glass and porcelain serving pieces. Much interest was expressed in hostess accessories and in pewter and pewter-like products.

Taking into consideration the diminished number of buyers visiting the show and the present state of the economy, several British exhibitors did relatively well, particularly those who displayed products possessing stylish design, quality and competitive pricing.

Danes down drinks at Copenhagen fair

From Margaret Maxwell, Commercial Officer, British Embassy, Copenhagen: The third International Food Fair to be held in Copenhagen as its predecessors, received considerable support from foreign food manufacturers and suppliers, particularly the EEC countries. This necessitated the use of one complete hall to house the national pavilions. The continued support from outside Denmark for this event illustrates the growing importance of Copenhagen as a venue for trade exhibitions aimed at the potentially lucrative Scandinavian and North-West European countries generally.

The exhibition hall devoted to national pavilions contained representatives from 12 countries. EEC member countries were grouped together with Denmark, the host country, joining her fellow EEC members in this same area.

The British pavilion was arranged by the British Food Export Council in co-operation with the British Overseas Trade Board and sponsored a group of 18 British firms on joint venture terms, including a group from the Northern Ireland Agricultural Trust.

The Scandinavian tendency to believe the British live on whisky, boiled sweets, chocolates and sauces was disproved by the appearance of such products as Scottish speciality foods from Baxter's, Cider (or fruit wine) from Bulmers and the Merrydown Wine Co., meat and apples from the NIAT, peanuts from Percy Dalton, spices from Schwartz, meat and vegetable extract from Bovril and Marmite, vitamin products from Rodale.

Bassets, Hammonds, OP Chocolates, Elsenham, Tavener Rutledge, Stewart and Son of Dundee, Maynards and Smith Kendon maintained the British reputation for quality confectionery, jams, sauces and whisky.

British Ambassador Sir Andrew Stark, KCMG, CVO and Lady Stark visited the fair and were introduced by Ron Woodruff of the BFEC. They spent over two hours talking to British exhibitors and visiting other National Pavilions.

The fair, 4-9 March, was open at certain hours to the trade and also to the public. The total attendance recorded was about 59,000 of whom over 17,000 were from the trade.

The weekend was naturally the most popular time for the public to visit and on Sunday Bulmers alone sold sample drinks at DKr. 1 a time to a total of DKr. 10,000 and received several expressions of interest from local importers.

The 4th Food Fair is scheduled to take place in Copenhagen, 29 March-3 April 1977, and will be held in the new Bella Centre exhibition and conference complex now under construction at Amager. The new Amager exhibition centre is to be brought into operation in the autumn of 1975 after which the existing halls are scheduled to be taken over by the City of Copenhagen for use as a youth centre.

British Ambassador to Brussels D. F. Muirhead sees a demonstration of cleaning equipment on the Columbus Dixon stand at last month's Batibouw building exhibition in the Belgian capital.

Pavilion under consideration for Poznan international fair

Poznan International Autumn Fair, 7-14 September (formerly known as the Poznan International Consumer Goods Fair): provided there is sufficient response from industry the Department of Trade will organise a British Pavilion at this event.

The commodities represented at this fair include: 1 Textiles – textile machinery, ready-made clothing, underwear, knitted goods, stockings, haberdashery, threads, carpets; 2 Leather – shoe-making machinery, tanning machinery, shoes, leather fancy goods, furs and furriery products; 3 Office and home furniture; 4 Printing machinery and equipment; 5 Glass – building and artistic ceramics, glassware, procelain, crystal ware; 6 Chemicals – household chemical products, cosmetics, pharmaceutical products; 7 Foodstuffs and food processing machinery; 8 Consumer durables; 9 Sports, tourist and camping equipment; 10 Motor transport; 11 Agricultural machinery and tools; 12 Building materials and equipment.

British exports to Poland have increased remarkably over the past few years and in 1974 attained the level of £138.7 million, representing an increase of over 25 per cent over the previous period. Poland is currently the largest market in Eastern Europe for British goods and, apart from the USSR, our largest trading partner overall in East Europe. The market for consumer goods which although not acquiring the same priorities as industrial items has nevertheless improved and subsequently, there has been a steady increase in imports. Equally, an increase in consumer income in Poland has resulted in an upward revision of the planned targets for imports of consumer goods. Taking industry as a whole, apart from direct sales, the Polish customer is particularly interested in the possibility of co-operation with Western firms and in the manufacture of consumer goods under licence.

The Poznan international trade fairs have become focal points at which representatives of Polish industry have met suppliers from abroad. The results of past Poznan fairs have shown that the value of attendance lies not only in business transacted but in contacts made and maintained within the Polish market and among the many potential buyers who attend the fairs from other European countries. The splitting of the fair in 1973 into separate consumer and capital goods fairs has led to greater specialisation and concentration of effort to the benefit of exhibitors and purchasers alike. British firms selling a wide variety of products at last year's fair have reported successful results.

For further details of the fair and of the Department's support and an application form for space, please contact, as soon as possible, G. A. Casburn, Department of Trade, Fairs and Promotions Branch, Room 115, Hillgate House, 26 Old Bailey, London EC4M 7HU; tel. 01-248 5757, ext. 602.

Brussels' bold bid breeds bookworms

From R. W. James, Commercial Department, British Embassy, Brussels: The United Kingdom was once again represented at the 7th International Book Fair held at the Centre Rogier, Brussels from 15-23 March by a joint-venture sponsored by the British Overseas Trade Board and the Book Development Council with the assistance of W. H. Smith and Son (Belgium). About 1,500 titles representing more than 50 British publishers were on display in an attractively-designed stand on a prime site at the entrance to the Salle Vinci, one of the two halls in use. The stand was especially designed to reflect the theme of this year's exhibition – 'nature – fauna and flora'.

The Brussels Book Fair is essentially a public exhibition which, after some initial difficulties, has succeeded in fully establishing itself in the Belgium exhibition calendar. This year about 150,000 titles were on display, representing 35 countries. Each year the fair's international coverage becomes greater – this year for instance South Korean publishers came for the first time. The provisional estimate of the number of visitors indicates that all previous records will once again be broken.

Mr. de Raeymaeker, the Fair organiser who is also director of the Belgian Publisher's Association, has resolutely opposed any further physical expansion. It is his view that, as it is essentially for the public, too great a profusion of titles would be more confusing than edifying. Neither is the main objective of the fair to ring up sales – although this certainly happens. It is essentially a fair to give the public the taste – or a greater taste – for books and in this it has been a great success.

Malcolm Rowland, representing the Book Development Council and the Publisher's Association, was pleased not only with the public response and with the useful contacts made and re-established but also with the specific trade inquiries. He was not too depressed to find that someone had walked off with the only copy on display of *The Art of Sensual Massage*: it was anyway, he said, 'a perfectly serious book'.

Britons spurred on at horse exposition

From Gilbert Rogers, Commercial Section, British Consulate-General, Dusseldorf: The Equitana exhibition, held in Essen, 19-23 February, for the third year running and with 300 German and foreign firms from 17 nations, not only fulfilled all expectations but exceeded them. In fact, business for the British firms was £100,000 higher than in 1973.

Equitana was held in nine halls (covering 40,000 sq. m.) in the Gruga Exhibition Complex. 118,000 visitors mainly from Germany, the Benelux countries and Scandinavia were counted. This figure representing an increase of 50 per cent over 1973 and 140 per cent over 1972.

By far the biggest foreign display was from Britain with 27 firms (three more than in 1973) exhibiting on a joint venture stand of 10,000 sq. ft. There were also firms from the Netherlands, France, Switzerland, Austria, USA, Hungary, USSR, Australia, Poland and other countries. The fair was open to the trade and public alike and exhibitors were permitted to sell their wares from the stands.

The focus of attention was the well-presented British joint venture with its three stands. The British firms displayed a wide variety of riding clothes and accessories, vehicles, trailers, wooden stables, horse feeds, gift articles and chinaware, live ponies and information material on breeding, riding schools etc.

An independent British exhibitor managed to book £150,000 worth of business for vehicles. One very successful joint venture firm took substantial orders for stabling which attracted much attention. Several expensive trailers and nine ponies were sold. Other exhibitors, many of them for the first time at Equitana, booked orders ranging £1,500 to £25,000 and were well satisfied with the results.

The British joint venture has undoubtedly yet again helped to boost Britain's image in the field of horse riding and accessories and the successful outcome underlines the fact that prices and quality proved to be highly competitive.

BOTB's record aid in second quarter

The British Overseas Trade Board is supporting a record number of British firms at overseas trade promotions during the three months April to June 1975. More than 1930 British firms will be supported at 103 overseas trade fairs in 31 countries (compared with 1,495 firms at 85 fairs in 24 countries in the same quarter of 1974 – an increase of nearly 30 per cent in the number of firms participating and 20 per cent in the number of fairs.

Assistance will be given to 61 outward missions comprising 874 British firms and involving 40 countries (compared with 45 missions covering 523 firms and involving 32 countries in the same period of 1974 – an increase of nearly 36 per cent in the number of missions and of nearly 70 per cent in the number of firms). In addition, 19 overseas retail store promotions and two British Shopping Weeks will be mounted.

Missions and Tours

City of London delegations bound for Tokyo and Seoul

Governor of the Bank of England Gordon Richardson will head a City of London group which is to attend a joint Anglo-Japanese financial conference in Tokyo 26-28 May. The conference, being organised by the Committee on Invisible Exports and the British Overseas Trade Board in London with the Nihon Keizai Shimbun and the British Embassy in Tokyo, will discuss aspects of world economic, financial and commercial problems and explore the future relationships between the institutions of the City of London and of the financial and commercial sectors of Tokyo.

Other City representatives will include C. W. McMahon, executive director of the Bank of England; G. A. Loveday, chairman of the Stock Exchange; P. Dixey, past chairman of Lloyd's; Sir Lindsay Alexander, past president of the Chamber of Shipping of the United Kingdom; Paul Bareau, economic commentator; Ian Fraser, chairman of the City Capital Markets Committee; Lord Kissin, chairman of the Guinness Peat Group; S. M. Yassukovich, managing director, European Banking Co.

William Clarke, director of the Committee on Invisible Exports, said that the purpose of the conference is to promote financial relations between London and Tokyo and, at the same time, to explore ways in which Britain's invisible earnings might benefit. His present hopes were that up to 50 or 60 leading representatives from the City of London would accompany the speakers to Tokyo.

The main Japanese speakers, he said, would include the Governor of the Bank of Japan, Mr. Morinaga; the deputy governor of the Bank of Japan, Mr. Mayekawa; Yasuke Kashiwagi, vice president, Bank of Tokyo; Tatsuzo Mizukami, chairman, Japan Foreign Trade Council; Yutaka Tanimura, president, Tokyo Stock Exchange; Minoro Kikuchi, president, Tokyo Marine and Fire Insurance Co. Ltd.; Toshihiro Tajima, managing director, Industrial Bank of Japan; Yoshiya Ariyoshi, chairman, Nippon Yusen Kaisha; Yukio Aida, executive managing director, Nomura Securities Co. Ltd.; Mr. Iino, economic consultant Mitsui Bank and Barclays Bank.

The main topics to be discussed include the world economic situation, re-cycling the oil billions, raw material resources and world commodity prices, the world's stock markets, the problem of insuring huge new international risks, the financing of industry and commerce, new financial techniques, world shipping problems, prospects for the Eurodollar and Eurobond markets.

Mission to Seoul

The Committee on Invisible Exports is also organising a similar mission to Seoul in South Korea following the Tokyo conference. A two-day symposium entitled 'Finance and Resources in the Post Energy Crisis Period' will take place 29-30 May. The co-sponsors of the symposium will be the Korean British Business Promotion Committee and the Korea Bank Exchange.

The City of London group will be led by the Rt. Hon. Lord Diamond PC, present chairman of the Royal Commission on the Distribution of Income and Wealth. The speakers from London will include G. A Loveday, chairman of the Stock Exchange; Sir Lindsay Alexander, past president of the Chamber of Shipping of the United Kingdom; P. Dixey, past chairman of Lloyd's; G. E. D. Bonham-Carter, chairman of the British Export Houses Association; Ian Fraser, chairman of the City Capital Markets Committee; D. C. G. Jessel, chairman of the London Discount Market Association 1969-71; Paul Bareau, economic commentator Lord Kissin, chairman, Guinness Peat Group.

Topics to be discussed will cover a keynote talk on the background to the world economy and the financial markets, development of a local money market, development of a stock exchange, the financing of industry and commerce, commodity dealing, shipping services, international insurance services and London merchant houses and other services for the Korean exporter.

The Committee on Invisible Exports and the Korean co-sponsors are co-operating with the British Embassy in Seoul and British Overseas Trade Board in London.

Trade group attends conference in Cairo

A trade delegation, sponsored by the international division of the London Chamber of Commerce and the British Overseas Trade Board returned to Britain at the end of March after a nine-day visit to Cairo.

The mission of 14 members was led by Viscount Slim, OBE, a member of the Chamber's Middle East and North African Committee. Their business interests are wide-ranging and include banking, consulting engineering, freight, import/export trade, building, textile machinery, management recruitment.

The mission's programme in Cairo included a reception for leading members of the business community and meetings with Ministers to determine Egypt's needs and aspirations and to investigate the opening up of the Egyptian economy.

The delegation also attended a conference in Cairo on 'Egypt and the Middle East in World Finance'.

The mission was accompanied by David R. Gray, secretary of the London Chamber's Middle East and North African Committee. The other members were: Viscount Slim, Morganite International Ltd.; D. Buckley, MBE, Dexion-Comino International Ltd.; A. Cavendish, Brandts Ltd.; J. Cropper, Platt Saco Lowell Ltd.; E. W. Hamley, L. G. Mouchel and Partners; J. Lada-Grodzicki, Davies Turner and Co. Ltd.; J. Manna, John Manna and Co. Ltd.; P. H. Pratt, BMMK Ltd.; M. R. Meakin, Antony Gibbs and Sons Ltd.; R. C. Reid, Brian Moorehead and Partners; W. E. Rose, OBE, Hutchinson-Rose (Overseas Services) Ltd.; L. Webb, Barclays Bank International Ltd.; P. S. Lewis, Astral Recruitment Services.

Business tours sets for Brazil

The British Overseas Trade Board is supporting 13 outward trade missions to Brazil following the British Industrial Exhibition at Sao Paulo, 23 August-1 September, last year. After the exhibition orders totalling over £11 million were reported by British exporters.

The outward missions will provide members with the opportunity to consolidate their existing sales contacts and develop new ones.

The missions have been arranged in conjunction with various trade associations and chambers of commerce, including: 12-25 April, Birmingham Engineering and Building Centre; 3-12 July, Birmingham Chamber of Commerce and Industry; 8-28 July, Machine Tool Trades Association; 1-14 August, Agricultural Engineers Association; 28 August-13 September, Engineering Industries Association; 4-27 September, Westminster Chamber of Commerce; 2-17 November, Export Association of Nottingham; 1-14 December, Gauge and Toolmakers Association.

European Community

EEC membership: new Referendum Information Unit opens

An extra Government Information Unit to provide facts about the Government's policy towards Europe opened in Whitehall on 3 April.

Foreshadowed in paragraph 31 of the White Paper on the Referendum (Cmnd 5925), the new information unit will supply factual information about the Community and the new renegotiated terms, dealing with letters and telephone calls from individuals, interested organisations and the media.

It will also be responsible for the production of a short booklet explaining the Government's recommendation that the British people should vote to stay in Europe and the renegotiated terms of membership, which will be distributed to every household.

The unit will operate as part of the Cabinet Office under the supervision of the Foreign and Commonwealth Secretary for the period leading up to the Referendum. Headed by Martin Morland, who has been seconded to the Cabinet Office from his post as Counsellor (Economic) with the British Embassy in Rome, the unit is staffed by civil service experts on loan from a number of Whitehall Departments.

Letters should be addressed to the Referendum Information Unit, 70 Whitehall, London SW1A 3AS (telephone: 01-930 3121).

Working in liaison with the new unit, the Department of Industry's EEC Information Unit will continue to provide its normal enquiry service for businessmen (telephone: 01-215 4301). Set up in July 1971 to help the businessman wanting facts about the EEC and the way its policy procedures and legislation might affect his business operations and decisions, the unit's main concern is with the EEC aspects of those subjects for which the Departments of Industry, Trade and Prices and Consumer Protection are responsible.

Martin Morland (foreground) with some of his staff in the new Referendum Information Unit.

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

Eliminating technical barriers to trade within the EEC

Article 100: check-list of draft and adopted Directives in the industrial sector

Below we print the usual quarterly revision of our check-list showing the Directives proposed, approved or adopted under Article 100 of the Treaty of Rome. The last list was published in the October 1974 issue of *European Community Commentary*. A background article on elimination of technical barriers to trade appeared in the August 1974 issue.

A word on terminology. A preliminary draft is really nothing more than a working document for Commission Workings Groups, and may appear in any number of revisions. A Commission proposal is the final version of the draft as submitted by the Commission to the Council of Ministers. It too may undergo revision as a result of representations by Member States at Council meetings and may even be remitted to the Commission for further elaboration. A Directive is, except where otherwise stated, a statutory instrument of the Council whose provisions become binding on Member States. Once adopted, Council Directives may be adapted to technical progress by Directives issued either by the Commission or, if necessary, by the Council on a proposal from the Commission.

The texts of adopted Directives are published in the 'L' (Legislation) series of the EEC *Official Journal*, and the texts of Commission proposals in the 'C' (Information and Notices) series. Preliminary drafts and Council revisions of Commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed Directives are given where they are known. The Journal has appeared in English only since 1 January 1973, but the English texts of adopted Directives published before then (together with all other pre-accession Community legislation) were issued in a series of Special Editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the past quarter.

The *Official Journal* is published by HM Stationery Office.

Subject	**Reference of Directive or latest draft received**	**Status (where applicable)**
Motor vehicles		
Type approval	70/156/EEC of 6.2.70	Directive (OJ 23.2.70)
Rear registration plates	70/222/EEC of 20.3.70	Directive (OJ 6.4.70)
*Noise levels, silencers	70/157/EEC of 6.2.70 Adapted to technical progress by 73/350/EEC of 7.11.73 COM(74) 1175 FINAL	Directive (OJ 23.2.70) Commission Directive (OJ 22.11.73) Commission amending proposal
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70	Directive (OJ 6.4.70)
Audible warning devices	70/388/EEC of 27.7.70	Directive (OJ 10.8.70)
*Atmospheric pollution by motor vehicles with positive ignition (spark ignition) engines	70/220/EEC of 20.3.70 Adapted to technical progress by 74/290/EEC of 28.5.74	Directive (OJ 6.4.70) Directive (OJ 15.6.74)
Steering equipment	70/311/EEC of 8.6.70	Directive (OJ 18.6.70)
Access (doors, running boards)	70/387/EEC of 27.7.70	Directive (OJ 10.8.70)
Suppression of radio interference	72/245/EEC of 20.6.72	Directive (OJ 6.7.72)
Installation of lighting and light signalling equipment	COM(73)2024 FINAL	Commission proposal
Windscreen washers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Field of vision and windscreen wipers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (OJ 22.3.71)
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Speedometers	COM(74)1228 FINAL	Commission proposal (OJ 11.10.74)
Electrical circuits	Work not started	
Maximum speed (method determination)	Work not started	
*Braking devices	71/320/EEC of 26.7.71 Adapted to technical progress by 74/132/EEC of 11.2.74 XI/370/74 Rev 1	Directive (OJ 6.9.71) Commission directive (OJ 19.3.74) Preliminary draft for further adaptation
Safety glass	COM(72)981 FINAL	Commission proposal (OJ 16.11.72)
Interior fittings (interior part of the passenger compartment other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats	74/60/EEC 17.12.73	Directive (OJ 11.2.74)
Tyres	XI/591/73 Rev 2 XI/119/74	Preliminary drafts
Mechanical coupling equipment between vehicles and trailers	Work started but no papers yet available	
Anchor points for safety belts	COM(74)1121 FINAL	Commission proposal (OJ 21.11.74)
Atmospheric pollution by motor vehicles with diesel fuelled (compression ignition) engines	72/306/EEC of 2.8.72	Directive (OJ 20.8.72)
External projection	74/483/EEC of 17.9.74	Directive (OJ 2.10.74)
*Head rests	COM(74)2180 FINAL	Commission proposal
Anti-theft devices	74/61/EEC of 17.12.73	Directive (OJ 11.2.74)
Strength of seats and their anchorages	74/408/EEC of 22.7.74	Directive (OJ 12.8.74)
*Behaviour of the steering mechanism in case of impact	74/297/EEC of 4.6.74	Directive (OJ 20.6.74)
*Safety belts	COM(74)2180 FINAL	Commission proposal
Location and attachment of statutory plates and inscriptions	COM(74)1231 FINAL	Commission proposal
Reverse gear	COM(74)1228 FINAL	Commission proposal (OJ 11.10.74)
De-icing	Work started but no papers yet available	
Interior fittings – identification of controls	Work not started	
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public service vehicles	Work started but no papers yet available	
Special provisions for taxis	Work not started	
Special provisions for goods vehicles	Work started but no papers yet available	
*Towing hooks	COM(74)2172 FINAL	Commission proposal (OJ 1.2.75)
Trailer legs (retitled)	XI/508/73 Rev 1	Preliminary Draft

Article 100 checklist

continued

Subject	Reference of Directive or latest draft received	Status (where applicable)
Reflex reflecting devices	COM(73)2124 FINAL	Commission proposal (OJ 28.3.74)
Fog lights	COM(73)2123 FINAL	Commission proposal (OJ 28.3.74)
•Rear registration plate lights	COM(74)2053 FINAL	Commission proposal
•Side lights rear lights and stop lights	COM(74)2046 FINAL	Commission proposal
•Headlights	COM(74)2054 FINAL	Commission proposal
Tractors and agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (OJ 28.3.74)
Maximum speed and loading platforms	74/152/EEC of 4.3.74	Directive (OJ 28.3.74)
Sundry characteristics (total permissible laden weight; location of registration plates; fuel tanks; audible warning devices; noise levels and silencers; ballast weights)	74/151/EEC of 4.3.74	Directive (OJ 28.3.74)
Shielding of engines parts and projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (OJ 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (OJ 13.9.74)
Steering equipment	COM(70)1248 FINAL	Commission proposal amending COM(68)565 FINAL
Electrical connection for supplying trailer lighting and light signalling equipment	XI/269/73	Preliminary draft
Suppression of radio interference	COM(68)565 FINAL	Commission proposal
Driver's seat	XI/49/74	Preliminary draft
Passenger seat	XI/402/73 Rev. 1	Preliminary draft
Coupling between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	COM(74)895 FINAL	Commission proposal (OJ 13.9.74)
Safety glass	XI/299/74 Rev. 1	Preliminary draft
•Atmospheric pollution	XI/623/74	Preliminary draft
Tyres	Work not yet started	
Power take-off	Work started but no papers yet available	
Field of vision (including windscreen wipers)	74/347/EEC of 25.6.74	Directive (OJ 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load at coupling point	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
•Rollover protective structures (retitled)	COM(74)2197 FINAL	Commission proposal
Other means of protection against the weather	Work started but no papers yet available	
Location of controls	XI/44/74	Preliminary draft
Coupling Hooks (Front coupling devices)	Work started but no papers yet available	
Noise level at the driver's ear	COM(74)316 FINAL	Commission proposal (OJ 18.5.74)
Metrological		
General directive	71/316/EEC of 26.7.71 72/427/EEC of 19.12.72	Directive (OJ 6.9.71) Amending directive (OJ 28.12.72)
Clinical thermometers	COM(66)124 FINAL	Commission proposal
Medium accuracy weights	71/317/EEC of 26.7.71	Directive (OJ 6.9.71)
Measurement of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (OJ 25.10.71)
Calibration of ships' tanks	71/349/EEC of 12.10.71	Directive (OJ 25.10.71)
Measure of length	73/362/EEC of 19.11.73	Directive (OJ 5.12.73)
Non-automatic weighing machines	73/360/EEC of 19.11.73	Directive (OJ 5.12.73)
Electricity meters	COM(73)276 FINAL	Commission proposal (OJ 26.10.73)
	COM(73)276 Rev. 1	Subsequent revision
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (OJ 6.9.71)
Meters for liquids other than water – measuring systems	XI/81/74	Preliminary draft
Meters for liquids other than water-ancillary equipment	71/348/EEC of 12.10.71	Directive (OJ 25.10.71)
Gas volume meters	71/318/EEC of 26.7.71 Adapted to technical progress by 74/331/EEC of 12.6.74	Directive (OJ 6.9.71) Commission Directive (OJ 12.7.74)
•Making-up by volume of certain prepackaged liquids	75/106/EEC of 19.12.74	Directive (OJ 15.2.75)
•Bottles used as measuring containers	75/107/EEC of 19.12.74	Directive (OJ 15.2.75)
•Cold water meters	74/33/EEC of 17.12.74	Directive (OJ 20.1.75)
Hot water meters	Work not yet started	
Heat meters	Work not yet started	
Road and rail tanks used as measuring containers	COM(74)877 FINAL	Commission proposal (OJ 13.9.74)
Taximeters	XI/85/74 Rev. 1	Preliminary draft
Alcohol meters	COM(74)1871 FINAL	Commission proposal (OJ 16.1.74)
Saccharimeters	Work started but no papers yet available	
Belt weighers	COM(73)597 FINAL	Commission proposal (26.10.73)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Manometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Fine accuracy weights	74/148/EEC of 4.3.74	Directive (OJ 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft
Electronic devices fitted to measuring instruments	XI/578/74	Preliminary draft
Units of measurement	71/354/EEC of 18.10.71	Directive (OJ 29.10.71)
Automatic checkweighers	III/1918/72	Preliminary draft
Making up by weight or by volume of certain prepackaged products	COM(73)1731 FINAL	Commission proposal
Differential pressure gasmeters	Work not yet started	
Standardisation of prepackages	XI/373/74	Preliminary draft
Fees and charges for testing gas meters	COM(74)776 FINAL	Commission proposal (OJ 1.7.74)
Instruments for measuring pollution of air	Work not yet started	
Electrical		
Electrical equipment designed for use between certain voltage limits	73/23/EEC of 19.2.73	Directive (OJ 26.3.73)
•Electro-medical equipment •Electro-radiological equipment	COM(74)2178 FINAL	Commission proposal (OJ 12.2.75)
Electrical equipment for use in explosive atmospheres	COM(70)1138 FINAL	Commission proposal (subsequently revised)
Suppression of radio interference from domestic equipment, portable tools and similar equipment	COM(72)853 FINAL	Commission proposal (Not yet published)
Suppression of radio interference from fluorescent lamps	COM(72)853 FINAL	Commission proposal (Not yet published)
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal (OJ 26.10.73)
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal
Plugs and sockets	Unreferenced revision of XI/104/74	Preliminary draft
Textiles		
Textile names	71/307/EEC of 26.7.71 75/36/EEC of 17.12.74	Directive (OJ 16.8.71) Directive supplementing 71/307/EEC (OJ 20.1.75)
Textiles (binary mixtures)	72/276/EEC of 17.7.72	Directive (OJ 31.7.72)
Textiles (ternary mixtures)	73/44/EEC/ of 26.2.73	Directive (OJ 30.3.73)
Quantitative analysis of mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
General directive	COM(72)1689 FINAL	Commission proposal (Not yet published)
Seamless steel gas cylinders	COM(72)1689 FINAL	Commission proposal (Not yet published)
Aerosols	COM(73)415 FINAL XI/4/74	Commission proposal Preliminary draft
Seamless aluminium gas cylinders	COM(74)966 FINAL	Commission proposal

Subject	Reference of Directive or latest draft received	Status (where applicable)
Welded steel gas cylinders	COM(74)965 FINAL	Commission proposal
Unfired welded steel simple pressure vessels (retitled)	XI/657/74	Preliminary draft
Shell boilers	Work not yet started	
Dangerous substances and preparations		
*General (classification, packaging and labelling)	67/548/EEC of 27.6.67	Directive (OJ 16.8.67)
	73/146/EEC of 21.5.73	Amending directive (OJ 25.6.73)
	COM(73)1140 FINAL	Commission amending proposal (OJ 31.10.73)
	COM(74)1152 FINAL	Commission amending proposal (not yet published)
*Pesticides	COM(74)2193 FINAL	Commission proposal
Approval and marketing of pesticides (retitled)	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Solvents	73/173/EEC of 4.6.73	Directive (OJ 11.7.73)
*Paints, varnishes, printing inks, glues etc.	XI/248/73 Rev 1	Preliminary draft
Household products	III/425/72	Preliminary draft
Corrosives	Work started but no papers yet available	
Detergents	73/404/EEC of 22.11.73	Directive (OJ 17.12.73)
Anionic surface agents	73/405/EEC of 22.11.73	Directive (OJ 17.12.73)
Non-ionic surface agents	Work started but no papers yet available	
Detergents—toxicity	Work started but no papers yet available	
Dangerous substances (PCBs) limitations on sale and use	COM(74)1189 FINAL	Commission proposal (OJ 17.10.74)
Lifts and lifting apparatus		
Wire ropes, chains and hooks	73/361/EEC of 19.11.73	Directive (OJ 5.12.73)
Lifts and lifting apparatus General Directive	XI/179/74 Rev 1	Preliminary draft
Cranes	Work started but no papers yet available	
Builders' hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electric passenger lifts	XI/179/74 Rev 1	Preliminary draft
Tools and machine tools		
General Directive	XI/216/74	Preliminary draft
Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (OJ 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Work on this proposal suspended in favour of an initial standardisation in CEN
Precious metals		
*Precious metals	XI/82/74 XI/455/74	Preliminary drafts
Gas appliances		
*General *Instantaneous water heaters	COM(74)2179 FINAL	Commission proposal
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governers	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General	COM(71)1500 FINAL	Commission proposal (OJ 15.3.72)
	COM(73)1734 FINAL	Commission amending proposal
Sampling and methods of analysis	10.388/III/67 Rev 1	Preliminary draft
Nitrate of ammonia	Work started but no papers yet available	
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Work on this proposal suspended in favour of initial standardisation in CEN
Fuels		
Lead in petrol	COM(73)2050 FINAL	Commission proposal (OJ 31.1.74)
Sulphur in gas oils	COM(74)158 FINAL	Commission proposal
Sulphur in heavy fuel oils	Unreferenced	Preliminary draft
Rubber and plastics		
Reinforced plastics tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (OJ 15.3.72)

Subject	Reference of Directive or latest draft received	Status (where applicable)
Construction materials		
Cement	Work started but no papers yet received	
Ceramic tiles	Work started but no papers yet received	
Glass	XI/437/74	Preliminary draft
PVC pipes	Work started but no papers yet received	
Fire resistance	Work started but no papers yet received	
Water supply equipment	Work started but no papers yet received	
Construction equipment		
*General *Noise: method of measurement	COM(74)2195 FINAL	Commission proposal
Site safety	Work started but no papers yet received	
Road traffic	Work started but no papers yet received	
*Pneumatic picks and concrete breakers noise levels	COM(74)2195 FINAL	Commission proposal
Cranes noise levels	XI/565/74	Preliminary draft
Noise levels for lawn mowers	Work started but no papers yet received	
Noise levels for current generators for welding	Work started but no papers yet received	
Noise levels for current generators for power supply	Work started but no papers yet received.	
Mopeds		
Type approval	COM(72)1645 FINAL	Commission proposal
	COM(73)1732 FINAL	Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Motor cycles		
*Type approval	COM(74)2177 FINAL	Commission proposal (OJ 20.2.75)
Noise	Work started but no papers yet received	
Non-military arms and ammunition		
	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work not yet started	
Metal scaffolding		
	Work not yet started	
Packaging materials		
	Work not yet started	
Educational materials		
	Work not yet started	
Equipment using ionising rays		
	Work started but no papers yet received	
Protective clothing and equipment		
	Work not yet started	
Protective helmets for workers	Work not yet started	
Protective helmets for motor cyclists	Work not yet started	
Respiratory Protective Devices	Work not yet started	
Safety belts	Work not yet started	
Eye protectors	Work not yet started	
Protective footwear	Work not yet started	
Pleasure boats		
Type approval	XI/203/74	Preliminary draft
Cosmetics		
Cosmetic products	COM(72)851 FINAL	Commission proposal (OJ 23.12.73)
	COM(73)1733 FINAL	Commission proposal
Leaching of substances into foodstuffs		
General	COM(74)1168 FINAL	Commission proposal (OJ 11.10.74)
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
*Materials and objects in ceramics intended to come into contact with foodstuffs	COM(74)2173 FINAL	Commission proposal (OJ 27.2.75)
*Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Toys		
	XI/288/74	Preliminary draft

EEC environmental measures relating to industry

Check-list of draft and finalised proposals

The terminology employed in the list (below) is similar to that used in this week's Article 100 check-list (pages 83-85) and the procedure for publication in the *Official Journal* is identical.

Readers requiring further information on Community work on environmental protection and improvement, as it relates to industry, should initially contact the appropriate Whitehall sponsoring Division in the normal way. Readers will generally find that their Trade Association is fully up-to-date with events on the Community front.

Subject	**Reference of latest paper**	**Status**
Disposal of waste oils	R/3008/74•	Council directive (OJ 5.6.74)
Energy and the Environment	R/17/75•	Council resolution
Quality of surface water intended for abstraction for use as drinking water	R/848/75•	Council directive (OJ 19.4.74)
Cost allocation and action by public authorities on environmental matters (Polluter pays principle)	R/12/75•	Council recommendation (OJ 12.6.74)
Waste disposal	R/2414/74	Commission proposal for a directive (OJ 16.11 74)
Reduction of water pollution from wood pulp mills	R/210/75	Commission proposal for a directive
Reduction of pollution caused by certain dangerous substances discharged into the aquatic environment	R/2795/74	Commission proposal for a directive (OJ 17.1.75)
Reduction of pollution from the titanium dioxide industry	Work started but no papers yet available	
Disposal of toxic wastes	ENV/233/74E	Preliminary draft directive
Second category pollutants	R/3211/74	Commission proposal for a Council decision (OJ 14.12.74)
Exchange of data from atmospheric monitoring of sulphur dioxide and particulates	R/3212/74	Commission proposal for a Council decision (OJ 16.1.75)
Quality of fresh and sea water for bathing	R/407/75	Commission proposal for a directive
Collection and disposal of polychlorinated biphenyls	R/464/75	Commission proposal for a directive (OJ 1.3.75)
Air quality objectives for lead	Work started but no papers yet available	
Toxicity criteria for lead	Work started but no papers yet available	—

• Text agreed but document not yet published in its final form

Review of suspensions of EEC Common Customs Tariff duties on certain components for aircraft over 15,000 kg

During 1973 and 1974 the suspensions of the EEC Common Customs Tariff (CCT) duties on certain goods for use in the construction or maintenance and repair of aircraft of an empty weight exceeding 15,000 kg were thoroughly reviewed and amended to take account of recent developments including the accession of the United Kingdom to the EEC. The rates of United Kingdom import duty resulting from these CCT duty suspensions were established by The Import Duties (Temporary Reductions and Exemptions) (No. 21) Order 1974 (SI 1974 No. 2163) – Schedules 1 to 3 are particularly relevant. The rates of duty also appear in HM Customs and Excise Tariff Part 12 B I-III pages 1352-1352S.

If the situation has changed recently and any United Kingdom producer of goods similar to those on which CCT duties are suspended now thinks that his interests would, if the UK remained a member of the Community, be adversely affected by the continuation of these duty suspensions during 1976 the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 5521, should be advised not later than 9 May 1975.

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***Peter Douglas is author of 'French Markets Review 1975–76: A Guide to Business Prospects and Procedures' (Gower Press).**

Trade Information

MARKET REPORTS

Hospital developments in Venezuela

by Derrick Mellor, First Secretary (Commercial), British Embassy, Caracas

A major part of Venezuela's increased oil revenue will be spent on the social services including in particular the health services.

The greatest part of the spending will be undertaken by the Venezuelan Social Security Service (IVSS) whose budget for 1975 will be £150 million but a further £120 million will be spent by the Ministry of Health on a parallel hospital development programme which in total will add some 8,000 beds to those currently installed (37,000) between 1975-79.

The broad pattern to be followed will be seven 500-bed general hospitals, fifteen 200-bed general hospitals and twenty-nine 50-bed rural hospitals. A number of unitised systems of construction, including the British Oxford system, are being considered by the Public Works Department for adoption for the main programme of construction. Smaller 'package' hospital systems are being considered by the Ministries of Health and Public Works for the smaller rural hospitals.

Each general hospital will have modern communications and conveyance systems installed. The pattern for the 500-bed hospitals will be ten main operating theatres, five small operating theatres and five 5-bed intensive care units. Two new general hospitals in Caracas (Hospital del Este – Vargas) and Maraccaibo will have specialised wards and treatment units for neurosurgery, cardiovascular surgery, cobalt therapy, blood banks, artificial lungs, kidney machines and intensive pathological laboratories. A 20-bed intensive therapeutic unit will also be added to the Perez Carreño hospital. The 200-bed general hospitals will be scaled down accordingly.

In addition to the general hospitals, the programme will include a 120-bed maternity and pediatric hospital, a 75-bed specialised heart hospital for the Instituto Venezolana de Cardiologia equipped to the highest standards and a similar specialised hospital for the Instituto Venezolana del Cancer.

Cost per bed for the overall programme is estimated at £20,000, half that for the specialised units referred to above, of which approximately 25 per cent will be for equipment costs.

Overall equipment procurement will be in the hands of the two principal Government organisations referred to. The relevant contacts are:

Dr. Diaz Punceles,
Instituto Venezolano de los Seguros Sociales (IVSS),
Edificio El Universal, Piso 2,
Puente Soublette,
Quinta Crespo.

Sr. Rafael Angel Del Moral,
Jefe de la División de Adquisición y Suministros,
Edificio Haiek,
Calle L. Perez,
Quinta Crespo.

Dr. Agustin La Corte P.,
Director de las Oficinas de Programas y Equipos de la Direccion de Planificacion Sectorial,
Ministerio de Sanidad y Asistencia Social,
Edificio Sur,
Centro Simon Bolivar,
Piso 6, Oficina 623,
Caracas.

Consumables and equipment items costing less than £500 will be purchased directly by these organisations. For larger items specifications will be drawn up by the doctors concerned and public or private tenders will be called. It is essential for all foreign intending suppliers of equipment to be represented locally.

Most Venezuelan doctors have qualified or done post graduate work in the United States and are consequently very familiar with United States techniques and equipment. British medical equipment is relatively unknown and a considerable promotional effort will be required to introduce it.

Bulgaria's five-year plan

Bulgaria is interested in buying a wide range of plant and machinery from Britain, according to Penko Penkov, president of the Bulgarian Chamber of Commerce and Industry. Mr. Penkov was in Britain last week as leader of a delegation from the Bulgarian Chamber. Speaking at a London Chamber of Comerce and Industry seminar on Bulgaria, he said that there would be many opportunities for Anglo-Bulgarian trade under Bulgaria's next five-year plan (1976-80). These would include the installation of new plants and the modernisation and expansion of existing installations.

Identifying areas where the best possibilities exist, Mr. Penkov said the next plan would continue to emphasise growing industrialisation, in particular machine building, chemicals, metallurgy and power generation.

One problem would be the balance of trade; Bulgarian sales to Britain would have to be expanded in step with British exports to Bulgaria. The deficit in trade went up in 1974, with British exports rising from £13.146 million in 1973 to £18 million while Bulgarian exports to Britain went up from £9.3 million to £13.5 million in the same period. Mr. Penkov said that among the products Bulgaria could offer are machine tools, mechanical handling equipment, electronic products, metal products, chemicals, pharmaceuticals, wines, furniture and light industry products.

Mr. Penkov said that a number of co-operation agreements had already been signed with British companies covering the production of electric fork-lift trucks, container-handling equipment, aromatic substances and soft drinks. A number of other agreements were in an advanced state of negotiation including one for the production of computer memory banks.

Outlining the future development of Bulgarian foreign trade, Mr. Penkov said that trade with non-socialist industrialised countries had been steadily improving and would continue to improve. Machinery and complete plants accounted for half of Bulgaria's total imports and in view of the details of the next Plan this ratio would be maintained.

One of the most important areas of development would be agriculture. Petko Ivanov, director of the Ministry of Agriculture and Food Industry, gave a long list of British products and technology of interest to his country. These included complete new animal breeding complexes and the modernisation of existing complexes. Bulgaria was interested in buying production lines for foodstuffs including biscuits and sugar products, ham production, abattoir equipment, processing and packaging lines.

Other areas of potential co-operation outlined by Mr. Penkov and his delegation included electronics, automated machine tools, synthetic rubber, polypropylene, fertilisers, dyestuffs, protein for animal feeds, and plant protection chemicals.

Leopold Friedman, chairman of the London chamber's Bulgarian section, told the conference that the prospects for Anglo-Bulgarian trade were now brighter than ever. A number of significant deals were under negotiation and there was a tremendous potential for British companies. He said that until now West Germany had been Bulgaria's main Western trading partner but that there was now a balance of nearly £100 million in West Germany's favour which could lead to Bulgaria diversifying its purchasing policy.

During their stay the Bulgarian trade mission had talks at the Department of Trade, and the Ministry of Agriculture, as well as the London and Birmingham chambers.

Peter Shore welcomes delegates

In a message of welcome to Mr. Penkov and his colleagues, Mr. Shore regretted his inability, due to commitments overseas, to be present in London at the opening of the seminar.

He said: 'I notice that there are broad and important items of discussion at this morning's session – the development of Bulgaria in the context of the 1976-80 Plan and the framework of economic and industrial cooperation. I am aware that under the current Five Year Plan Bulgaria has gone a long way to developing her industrial and economic position and achievement and through Mr. Penkov I should like to wish the Bulgarian Government continued success in achieving their objectives during the next five years. Equally, I welcome the prospect of an increase in industrial and other forms of cooperation as, indeed, is provided for in the Long Term Agreement between our two countries signed in London last year. Of course, events such as today's seminar, so thoughtfully organised by the London Chamber of Commerce and Industry, and the Bulgarian Delegation's meeting tomorrow with the Birmingham Chamber, are events of a kind which help create the right sort of climate in which cooperation can grow.

'I am pleased to see that trade between Bulgaria and the UK has increased greatly over the last few years, reaching a total of £32 million in 1974 as compared with £22 million in the previous year. Although it is evident that we in the UK are currently enjoying a favourable balance of trade with Bulgaria it is nevertheless heartening to note that exports from each country to the other have doubled since 1972.

'The Bulgarian and London Chambers are of course at the heart of this effort and it is clear that much credit for steadily improving trade relations and increasing the volume of trade can be directly attributed to your work, whether through events such as today's seminar which I have already mentioned, or through trade missions or by other means.'

Mr. Shore added: 'Unfortuntaely, it has not yet been possible for a British trade minister to visit Bulgaria to meet the Bulgarian Chamber on their home ground but I do very much hope that my Deputy Minister, Eric Deakins, will be able to visit Bulgaria before too long and that he will have the opportunity to discuss with Bulgarian ministers and others ways in which we can further expand our trade and cooperation to our mutual benefit.'

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Conference on export opportunities in South-East Asia

A one-day conference highlighting the growing and diverse export opportunities in Malaysia and Indonesia is being held at the London Chamber of Comerce on Monday, 28 April, beginning at 10 a.m. The conference will be opened by Eric Deakins, Parliamentary Under-Secretary of State for Trade.

The main speakers will be drawn from British companies having many years of operating experience in these countries, supported by a panel of speakers drawn from commerce and government covering the whole range of business activity.

The conference is designed to be particularly helpful to British companies which are experienced in exporting but not yet active in SE Asia.

The conference fee of £4 (plus 8 per cent VAT) includes lunch. Inquiries should be addressed to Miss Tamara Lazarowicz at the Asia and Pacific Division, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB (tel. 01-248 4444, ext. 306).

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Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 25 April.

Tariff heading	Proposed defintition for tariff purposes	Applied for as	Exemption required until	Reference
29.39	Calcitonin, salmon-type, and its salts	Synthetic salmon calcitonin	31 December 1975	15474

REVISED DEFINITION

Interested parties will wish to know that the definition for Asbestos paper (68.13) has been revised as follows:

Asbestos paper, rubber impregnated, in rolls, being not less than 0.55 millimetre and not more than 0.85 millimetre in thickness, weighing not less than 500 grammes and not more than 820 grammes per square metre, and having a loss on ignition at 1,000° centrigrade of not less than 24 per cent by weight and not more than 32.0 per cent by weight

The exemption is required until 31 December 1975.

Switzerland and Albania: trade agreement

A trade agreement between Switzerland and Albania has been signed in Berne. The agreement which is concluded for an indefinite period subject to denunciation after five years by three months prior notice, provides for the reciprocal exchange of goods, mutual most-favoured-nation treatment and the regulation of market prices. Copies of the French text are available. Inquiries: OTAR ext. 466/467/288.

Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB.

No. 1486: Imports of cotton yarn from Hong Kong, India and Pakistan during 1975

UK import quotas for imports of cotton yarn from the following countries during 1975 have been increased by 20 per cent over the levels for 1974. The new levels (expressed in tonnes) are:

HONG KONG	Group 1 (a) Cat. 1	4,212
	Cat. 2	(4,597)*
		4,597
INDIA	Group 1 (a) Cat. 1	6,784
	Cat. 2	(8,388)*
		8,388
PAKISTAN	Group 1 (a) Cat. 1	109
		1,288
		1,397

* The figures shown in brackets against Category 2 for Hong Kong and India indicate that the whole of the respective country quotas for Group 1 (a) yarn may be imported against this category if so desired; the Category 1 figures for these countries show the maximum *inner* limit which may be imported of Category 1 (a) yarn.

The general import licensing arrangements set out in Notice to Importers no. 1379 will continue to apply. Inquiries about this Notice should be addressed to Department of Industry, Chemicals and Textiles Division, 20th Floor, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 6023.

Hints to business men booklets: Haiti, Yugoslavia, Netherlands and Malta

Revised editions of the booklets on Haiti, Yugoslavia, Netherlands and Malta have been published in the 'Hints to Business Men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05-09, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 7146), or any Regional Office of the Department of Industry.

Tariff and Trade Notices

Finland

Import deposits. An Act introducing an import deposit scheme in Finland has been passed by their Parliament and entered into force on 24 March 1975. The 15 per cent import surcharge which came into operation on 12 March was rescinded on the same day. The rate of deposit is on a sliding scale of up to 30 per cent on the cif value depending on the nature of the goods. Certain goods are exempt, however. Further, products used for the manufacture, repair, refitting, completing or packing of goods exported from Finland are not subject to deposits. The deposit will be returned after six months without interest. The Decision implementing the Import Deposit Act is effective until 23 March 1976. British exporters may obtain a copy of the Act and its implementing Decision which sets out the rates of deposit on application to OTAR Section. BN numbers should be quoted if possible. Inquiries: OTAR ext. 458/461.

Blood count equipment manufactured by Coulter Electronics Ltd., Luton, is now used in most major hospitals on the Continent and in Scandinavia, and in each hospital up to 20 litres of isotonic saline solution is required each day for diluting the blood to aid counting. Coulter Electronics has switched to Cubitainers (see picture) for packing the solution, which is despatched overseas from Luton. The containers are marketed by A. Latter and Co. Ltd., Croydon.

France

Standards and labelling of dietetic foods. A decree published in the French *Journal Officiel*, 5 February 1975, sets out regulations governing the standards and labelling of prepacked dietetic and infant food preparations.

The goods falling within these regulations are special foods, not being medicaments, of a kind used for infant preparations, or dietetic, diabetic, fortified foods and tonic beverages.

Mineral waters are not included in these categories but are governed by their own regulations.

Dietetic beers are allowed an alcohol content to a maximum amount of 5 grammes per 100 grammes weight but other products are restricted to amounts not exceeding 1 gramme per 100 grammes of retail weight.

The rules for the presentation, marking and labelling of these products (which must be in French) are very extensive. The main points cover:

- the sales name of the product followed by the words 'dietetic' or 'de regime'
- the commercial, trade mark or fancy name
- name of firm and address
- net weight or volume expressed in units of measurement legal in France
- date of manufacture clearly marked with further details in the case of perishable goods
- constituents, additives and calorific value.

From 5 May 1975 declarations giving the relevant information and accompanied by the results of analyses where necessary, and proposed labels, must be submitted to the Prefect of Police in Paris or to the nearest departmental Prefecture.

From 5 August 1975 the country of origin and the net weight or volume must be specified on the label.

Copies of the full French text of the measures and a translation can be sent on request or seen at Export House. Inquiries: OTAR ext. 423/408/482.

Italy

Manufacturing tax on lighters. Decree-Law no. 19 of 20 February 1975, published in the Italian *Gazzetta Ufficiale* of 21 February, sets out the following increases in manufacturing tax rates on certain types of lighters, with effect from 22 February 1975:

cigar lighters for cars:	increased from 300 lire to 600 lire per lighter
disposable lighters ie lighters which cannot be refilled	increased from 400 lire to 800 lire per lighter
other types not included in above	increased from 800 lire to 1,500 lire per lighter
main parts or spare parts	increased from 100 lire to 150 lire per lighter
domestic gas lighters	increased from 150 lire to 250 lire per lighter
gas lighters fitted to cookers	increased from 600 lire to 1,000 lire per lighter

Copies of the decree-Law, in Italian, are obtainable. Inquiries: OTAR ext. 466/467/288.

Further Information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Portugal

Sulphuric acid for fertilisers: drawback of import duty. Portuguese *Diario de Governo* No. 45 published Order 119/75 of 31 January 1975, authorising the import under drawback of sulphuric acid intended for the manufacture of fertilisers. The level of refund and other conditions to apply will be regulated in each case by ministerial order. Inquiries: OTAR ext. 460/461.

Spain

Duty-free import quotas. The Spanish *State Gazette*, 26 March 1975 announced the following duty-free import quotas for 1975:

Tariff no.	Description	Quota in tonnes
27.01.A	Coking coal	4,090,000
47 01.A.3.a..2.b. 47 01.A.3.b.1	Chemical pulp	26,500
48.01.A.1	Newsprint intended exclusively for the publication of daily newspapers	100,000
48.01.A.2	Other	40,000

Inquiries: OTAR ext. 462/471/472/473.

Home compensation tax. The Spanish *State Gazette*, 24 March 1975, published decree 546/1975 of 21 March announcing that from 24 March imports of chromed plate tariff heading 73.13 D3c and 'black plate' under tariff heading 73.12 c4 and 73.13 D2d with a minimum width of 457 mm. and a minimum thickness of 0.40 mm. will revert to the full rate of home compensation tax levy, 16 per cent. Inquiries: OTAR ext. 462/471/472/473.

Stamps: home compensation tax. The Spanish *State Gazette*, 27 March 1975, announced the suspension of home compensation tax levy until 31 May 1975 on stamps (tariff heading 99.04) to be sold at the World Stamp Exhibition, Spain 1975. Inquiries: OTAR ext. 462/471/472/473.

Malta

Import licensing control. The Malta *Government Gazette*, 18 March 1975, announced that, with immediate effect, the following items would be included in the list of goods which require a specific import licence:

Dusters and floor cloths, whether in a finished or partly finished state.
Longcase clocks, with or without mechanical part.
Water taps as follows:
Half-inch basin tap (pillar)
Half-inch high neck kitchen sink tap (pillar)
Three-quarter-inch bath tap (pillar) and
Half-inch kitchen mixer (both single and dual flow)

Inquiries: OTAR ext. 471/472/473/462.

Israel

Standard: Protective helmets for motorcyclists. The Standards Institution of Israel has issued the following standard:

SI. 511 Protective helmets for motorcyclists.

The standard was declared official on 10 March and compliance with it will become compulsory 60 days from that date.

The Standards Institution of Israel issues an English translation of the standard and copies may be obtained from British Standards

International collaboration on hotel project

Formally opened on 20 March, the 400-bedroom Amsterdam Marriott Hotel is the product of a four-year programme of co-operation between a British developer, British project managers and quantity surveyors, an American hotel operator, and a Dutch contractor and architect. The British developer was Leisure International (Nederland) B.V., a Dutch-based subsidiary of Galliford Estates Ltd., Bovis Construction Ltd. were appointed project managers and Widnall Trollope provided the chartered quantity surveyors and cost consultants.

Institution, Maylands Avenue, Hemel Hempstead, Herts HB1 1BR (tel. 0442, 3111, telex 82424).

No further information is available. Inquiries: OTAR ext. 475/420.

Tariff amendments. The Israel authorities have issued the following amendments to the customs tariff:

Item no.	Description	Rate of duty
29.22	In this item, section 9000 is superseded by:	
9900	Other	Exempt
	Item 29.27 is superseded by:	
29.27	Neutral function compounds	Exempt
39.01	In paragraphs 1040 and 1059 of this item, '29%' is superseded by	20% *ad val*
39.02	In paragraph 1061 of this item, '9%' is superseded by	Exempt
	In paragraph 1069, '29%' is superseded by	20% *ad val*

In the following items, the word 'Acrylonitrile' is superseded by 'Acrylic or Modacrylic':

53.02.1010 53.02.2010 53.05.1010 53.05.9910 53.06.1000 53.07.1000
53.08.1000 53.09.1000 53.10.1000 56.01.1010 56.01.1091 56.01.2010
56.02.1010 56.02.1091 56.02.2010 56.04.1011 56.04.1012 56.04.1021
56.04.2010 56.05.1091 56.05.1092 56.05.2094 56.06.1091 56.06.1092
56.06.2094

In the following items, the release date of '1.3.75' is superseded by '1.5.75':

87.01.9922 87.01.9932 87.02.6022 87.02.6032 87.02.6041 87.02.6051
87.02.6052 87.02.6092 87.03.6010 87.03.6510 87.04.5051

Inquiries: OTAR ext. 420/475.

Lebanon

Tariff amendments. The Lebanese authorities have issued the following amendments to the customs tariff. Subheadings not mentioned in the table are unchanged.

Item no.	Description	Rate of duty
85.22	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter	
23	b Goods and apparatus intended for use in the manufacture of television receivers (1)	1% *ad val.*
31	c Other	18% *ad val.*
90.28	Electrical or electronic measuring, checking, analysing or automatically controlling instruments and apparatus	
52	f Instruments and apparatus intended for use in the manufacture of television receivers (1)	1% *ad val.*
61	g Other	11% *ad val.*

(1) Duty reduction applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

Inquiries: OTAR ext. 420/475.

Signing a $15 million contract by which the British-owned Wellcome group will enable the Sudanese Government to produce its own foot-and-mouth disease vaccine are Dr. Arnold Worlock, marketing director of The Wellcome Foundation Ltd., and Dr. Hussein Idris, Minister of State for Agriculture, Food and Natural Resources. The contract is for the know-how to build, and set into operation, a vaccine production laboratory near Khartoum, and also provides for the design and supply of plant and equipment, the provision of seed virus and for a follow-up consultancy service and the supply of Wellcome vaccines until the plant is in operation.

Libyan Arab Republic

Vehicle instruction books. A resolution was issued on 10 March 1975 by the Libyan Arab Republic stating that 90 days from 10 March 1975 all vehicle instruction and maintenance and spare parts pamphlets are to be printed in the Arabic language. The British Embassy in Tripoli understands that initially the authorities will insist on the driver's instruction book and customer's service book being in Arabic. At a later date spare parts books will also come under this rule. (Most continental car manufacturers already meet these requirements.) Inquiries: OTAR ext. 420/475.

Tunisia

Consumption tax. The Tunisian authorities have announced that the following items would be exempt from consumption tax:

BN 73.36 ex A	Gas, fuel, and oil heaters for domestic use
	Cookers without ovens
ex B	Stoves

Upper Volta

Paper and paperboard: fiscal tax reduced. According to decree 74-423, the fiscal tax (*droit fiscal*) on goods under tariff heading 48.01 (paper and paperboard (including cellulose wadding) machine-made, in rolls or sheets), is reduced from 72 per cent to 25 per cent. Inquiries: OTAR ext. 462/471/472/473.

Sierra Leone

Import licensing. A notice in *Trade and Industry*, 10 October 1974 (page 74), announced publication of Government Notice No. 929 – General Import Licence (No. 1 of 1975). This notice has been amended by the following Government Notice published in the Sierra Leone *Gazette*, 20 March 1975.

Govt. Notice No. 271

NOTICE TO IMPORTERS SPECIFIC IMPORT LICENCE, 1975

Government Notice No. 929 Published in Sierra Leone *Gazette* dated 12 September 1974 is hereby amended by the addition of the following items to the Customs Schedule in the said Notice.

533-321	Prepared paints including enamel paints
111-000	Non-alcoholic beverages, n.e.s. (including mineral waters but not including juices falling within 053-500)
554-120	Common (washing) soap, solid, solid or soft and soap flakes and powder
554-200	Detergents and other surface-acting agents and washing preparations
112-310	Stout and beer
122-200	Cigarettes
821-100	Wooden furniture and parts, n.e.s.
243-400	Lumber sawn lengthwise, peeled or sliced, but not further prepared, exceeding 5 mm thickness
851-200	Footwear wholly of rubber or of canvas and rubber
851-300	Other footwear
031-100	Fish, fresh, chilled or frozen
051-700	Edible nuts, fresh or dried (including coconuts) other than nuts chiefly used for the extracting of oil
053-200	Fruit, fruit peel parts of plants, preserved by sugar (drained glaced or crystallised) flavoured or not
657-900	Carpets, carpeting and rugs tapestries, flooring n.e.s.
054-510	Onions and garlic, fresh

The heading of the said Notice is hereby amended to read as follows:

'In exercise of the powers conferred upon the Permanent Secretary of the Ministry of Trade and Industry by the Customs (Imports and Exports) Order Cap. 271, a General Licence is hereby granted to import all goods (other than those mentioned in the Schedule below) from the following countries, for which specific import licence must be obtained from this Ministry.'

Inquiries: OTAR ext. 473/472/471/462.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice.

Ivory Coast

Bicycle tyres. By decree 75-93 of 31 January 1975, the importation of bicycle tyres of non Upper Volta origin is restricted by quotas on the Ivorian market. Details are available. Inquiries: OTAR ext. 462/471/472/473.

Mauritius

Import control – paper drinking straws. The Mauritius Ministry of Commerce and Industry announced under the Supplies (Control of Imports) Regulations 1974, published as Government Notice No. 137 of 1974, that paper drinking straws have been placed on the list of commodities for which an import licence is required. Inquiries: OTAR ext. 471/472/473/462.

Import control. Government Notice No. 149 of 1974 announced that the Mauritius Government Notice No. 153 of 1974 (published *Trade and Industry* 10 October 1974, page 75) has been revoked. The list of items requiring an import licence should now read as follows:

- Paracetamol tablets
- Oral liquid medicine containing paracetamol as active ingredient
- Aspirin tablets
- Aneurine compound tablets or oral fluid medicine (Vitamin B Complex) containing Aneurine hydrochloride (Vitamin B1) Riboflavine (Vitamin B2) and Nicotinamide
- Folic acid tablets
- Piperazine phosphate citrate tablets
- Oral liquid medicines containing piperazine citrate as active ingredient
- Vitamin B1 tablets
- Pthalylsulphathizole tablets
- Aminophylline tablets
- Compound codeine tablets containing codeine, phosphate, aspirin and phenacetin as active ingredients
- Sulphadimidine tablets

Inquiries: OTAR ext. 471/472/473/462.

South Africa

Tariff application. Customs Tariff Application List 662, published in the South African *Government Gazette*, 4 April 1975, contains an application to the Board of Trade and Industries for increase in duty on the following:

Polyester body filler classifiable under tariff subheading 32.12.90. Pressure-sensitive paper classifiable under tariff sub-heading 48.07.40 and masking tape and other pressure-sensitive paper classifiable under tariff sub-heading 48.15.40.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Afghanistan

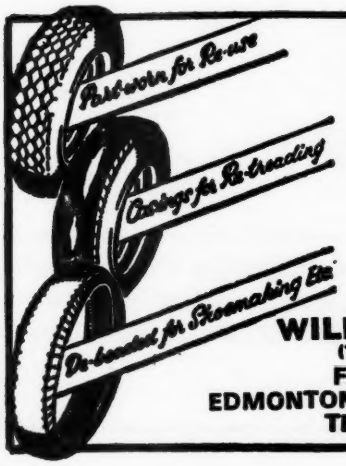
New customs tariff. The Afghanistan authorities have issued a new Afghan customs tariff and an English translation has been received. The tariff is loosely based on the Brussels Nomenclature system. Extracts from the tariff can be supplied to British exporters who are asked to give details, preferably by BN numbers, of the goods in which they are interested. Inquiries: OTAR ext. 420/475.

Singapore

Import of publications. Singapore's Import and Export Notice 3/75 dated 10 March 1975 announces that inward declarations for the import of publications must be endorsed by the Controller, Undesirable Publications, Ministry of Culture, before they are presented for processing by the Imports and Exports Office. The following items are excepted:

- Advertising materials and samples
- Business documents, forms and cards
- Brochures, catalogues, pamphlets, price lists, technical literature, trade lists and trade posters
- Cinema film publicity materials imported by renters of films who are registered under the Cinematograph Film Hire Duty Act (Chapter 132)
- Magazines and newspapers imported in small quantities by carriers for their *own* use
- Instruction manuals, guide books and hand books for use in factories or for sales promotion of products
- Fashion magazines
- Greeting cards, picture postcards, calendars and diaries
- Publications which are for personal or business use and not for distribution or sale
- Trade labels

'Publication' is defined to include not only written matter, but also pictures, gramophone records, pre-recorded tapes, works of art, etc. Inquiries: OTAR ext. 401/468/469.



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Indonesia

Cigarettes: import surcharge. The Indonesian Government has levied a surcharge of 50 per cent on the import duty on cigarettes (tariff item 24.02.20) with effect from February 1975. The new tariff becomes 105 per cent. Inquiries: OTAR ext. 469/468/401.

Hydrochloric: duty reduced. The Indonesian Government has announced a reduction in the import duty on Hydrochloric Acid (HCL) (28.06.10) to 20 per cent, with effect from January 1975 until 31 December 1975. Inquiries: OTAR ext. 469/468/401.

New Zealand

Import licensing schedule 1975-76. The New Zealand import licensing arrangements for the year 1 July 1975 to 30 June 1976 have been announced.

Allocations will generally be at 100 per cent by value of 1974-75 basic licences, but allocations will be below the general schedule level for insecticides, fungicides, tyres and tubes, heavyweight synthetic fabrics, household linen, grinding wheels, crockery, other ceramic wares, heat-resistant glassware and other table glassware, electric lighting glassware, dolls and model toys. Applications for licences will be considered individually in respect of barley and rice flour, wine items, plastic sheeting, rubber and leather coated or laminated textile fabrics, knitted fabrics under 18 in. in width, tubes and pipes of copper, cutlery and chains of iron or steel.

Licences issued under the three-year licence assurance scheme will be honoured but it is not intended in present circumstances to add to the scheme or extend the assurance beyond the initial three-year period.

Licences surrendered under the licence surrender scheme may be reclaimed during the 1975-76 period.

The following provisions have been made regarding motor vehicles. The CKD replacement scheme will continue unchanged. Built-up licences to assemblers will be restricted to 3 per cent of the value of the basic licence issued for CKD packs from 1 July 1974 to 31 March 1975. Built-up allocations to traditional importers will be 50 per cent by value of last year's basic allocation.

Advertising in 'Trade and Industry'

All advertising in *Trade and Industry* is now handled by T. G. Scott & Son Limited of 1 Clement's Inn, London WC2A 2ED (tel: 01-242 6242 and 01-405 4743), and not by Her Majesty's Stationery Office.

Trade and Industry **continues to be published for the Departments of Industry, Trade and Prices and Consumer Protection by Her Majesty's Stationery Office and all existing contracts and agreements will continue unchanged.**

Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries and queries should continue to be addressed to them.

British exporters with inquiries should give a detailed description of the goods in which they are interested and quote the Brussels nomenclature number if known. Inquiries: OTAR ext. 401/468/469.

Wine: Tariff amendments. The New Zealand Government has issued Customs Tariff (Wine) Amendment Order 1975 which came into force on 10 March 1975, amending items in the New Zealand Customs tariff. The tariff items are:

22.05.001	22.05.049	22.07.011	22.08.004	22.09.031	30.03.001
22.05.011	22.06.001	22.07.012	22.08.009	22.09.032	30.03.002
22.05.021	22.06.011	22.07.019	22.09.001	22.09.033	30.03.009
22.05.029	22.06.019	22.07.029	22.09.021	22.09.041	
22.05.031	22.06.029	22.08.002	22.09.022	22.09.042	
22.05.039	22.07.001	22.08.003	22.09.023	22.09.043	

These items now read as follows:

			Rates of duty effective on and after 1 July			Other preferential rates of duty
No.	Description	Unit	Year	Normal tariff	British preferential	
CHAPTER 22 Beverages, spirits and vinegar						
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol:					
22.05.001	Champagne containing not more than 40% of proof spirit per l	1	1974	33c	..	
22.05.011	Other sparkling wine containing not more than 40% of proof spirit per l.	1	1974	65c* plus 10%	65c* plus 10%	Aul 65c per l.*
22.05.022	Wine (except sparkling wine) and grape must, containing not more than 25% of proof spirit per l	1	1974	55c† plus 10%	55c† plus 10%	Aul 55c per l.†
	Wine (except sparkling wine) and grape must, containing more than 25% but not more than 40% of proof spirit:					
22.05.031	In bottles per l	1	1974	55c‡ plus 10%	55c‡ plus 10%	Aul 55c per l.‡
22.05.039	Otherwise packed per l.	1	1974	55c§ plus 10%	55c§ plus 10%	Aul 55c per l.§
22.05.049	Wine and grape must containing more than 40% of proof spirit per l.	1	1974	$1.40	$1.40	Aul $1.35 per l. Can $1.35 per l. CPC $1.35 per l.
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts:					
22.06.001	Vermouths containing not more than 40% of proof spirit per l.	1	1974	19c	19c	Aul 15c per l. Can 15c per l. CPC 15c per l.
	Wines of fresh grapes (except vermouths) flavoured with aromatic extracts:					
22.06.011	Containing not more than 25% of proof spirit per l.	1	1974	55c† plus 10%	55c† plus 10%	Aul 55c per l.†
22.06.019	Containing more than 25% but not more than 40% of proof spirit per l.	1	1974	55c‡ plus 10%	55c‡ plus 10%	Aul 55c per l.‡

EXPORT TO AFRICA

Offers invited on behalf Paris-based organisation with personnel visiting all areas regularly. Specialise in selling to French speaking areas. Interested: Building material, pre-fab sheds, tools, hardware, industrial chemicals.

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No.	Description	Unit	Rates of duty effective on and after 1 July			Other preferential rates of duty
			Year	Normal tariff	British preferential	
22.06.029	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts, containing more than 40% of proof spirit per l.	1	1974	$1.40	$1.40	Aul $1.35 per l. Can $1.35 per l. CPC $1.35 per l.
22.07	Other fermented beverages (for example, cider, perry and mead):					
22.07.001	Cider and perry containing not more than 15% of proof spirit per 100 l.	1	1974	$20.00	$20.00	Aul $15.50 per 100 l. Can $15.50 per 100 l. CPC $15.50 per 100 l.
	Other kinds:					
22.07.014	Containing not more than 40% of proof spirit per l.	1	1974	25c	25c	Aul 20c per l. Can 20c per l. CPC 20c per l.
22.07.029	Containing more than 40% of proof spirit per l.	1	1974	$1.40	$1.40	Aul $1.35 per l. Can $1.35 per l. CPC $1.35 per l
22.08	Ethyl alcohol or neutral spirits, undenatured, containing not less than 140% of proof spirit; denatured spirits (including ethyl alcohol and neutral spirits) of any strength:					
	Rectified spirits of wine:					
22.08.005	As may be approved by the Minister for fortifying New Zealand wines and under such conditions as he may prescribe per proof l.	proof 1	1974	Free¶	Free¶	
22.08.006	Other per proof l. per proof l. per proof l. per proof l.	proof 1	1974 1975 1976 1977	$4.026 $4.026 $4.026 $4.026	$3.973 $3.986 $3.999 $4.026	Aul $3.96 per proof 1 Can $3.96 per proof l. CPC $3.96 per proof l.
22.08.007	Ethyl alcohol or neutral spirits, denatured or undenatured, for use in museums, universities, hospitals, and other institutions approved by the Minister, or for scientific or educational purposes, in such quantities and for such purposes and under such conditions as the Minister may prescribe	1	1974	Free	Free	Aul Free
22.08.008	Ethyl alcohol or neutral spirits, denatured, to which has been added ethyl ether, benzol or approved petroleum products, in such proportions as may be approved by the Minister and under such conditions as he may prescribe per l.	1	1974	4c	4c	Aul 4c per l.
22.08.019	Other per proof l. per proof l. per proof l. per proof l.	proof 1	1974 1975 1976 1977	$4.026 $4.026 $4.026 $4.026	$3.973 $3.986 $3.999 $4.026	Aul $3.96 per proof l. Can $3.96 per proof l. CPC $3.96 per proof l.
22.09	Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages: compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:					
	Cordials, liqueurs, and bitters (other than bitters prepared solely for use as flavouring for food or beverages):					
22.09.001	Containing not more than 40% of proof spirit per l.	1	1974	55c‡ plus 10%	55c‡ plus 10%	Aul 55c per l.‡
	Other kinds:					
	Sweetened:					
22.09.024	Containing not more than 40% of proof spirit, in combination with other ingredients per l.	1	1974	25c	25c	Aul 20c per l. Can 20c per l CPC 20c per l.
22.09.025	Containing more than 40% of proof spirit but not exceeding the strength of proof, in combination with other ingredients per proof l. per proof l. per proof l. per proof l	proof 1	1974 1975 1976 1977	$4.026 $4.026 $4.026 $4.026	$3.973 $3.986 $3.999 $4.026	Aul $3.96 per proof l. Can $3.96 per proof l. CPC $3.96 per proof l.
	Other kinds:					
22.09.034	Containing not more than 40% of proof spirit per l.	1	1974	25c	25c	Aul 20c per l. Can 20c per l. CPC 20c per l.
22.09.035	Containing more than 40% of proof spirit but not exceeding the strength of proof per proof l. per proof l. per proof l. per proof l.	proof 1	1974 1975 1976 1977	$4.026 $4.026 $4.026 $4.026	$3.973 $3.986 $3.999 $4.026	Aul $3.96 per proof l. Can $3.96 per proof l. CPC $3.96 per proof l.
	Unsweetened:					
22.09.044	Containing not more than 40% of proof spirit, in combination with other ingredients per l.	1	1974	25c	25c	Aul 20c per l. Can 20c per l. CPC 20c per l.
22.09.045	Containing more than 40% of proof spirit but not exceeding the strength of proof, in combination with other ingredients per proof l. per proof l. per proof l. per proof l.	proof 1	1974 1975 1976 1977	$4.026 $4.026 $4.026 $4.026	$3.973 $3.986 $3.999 $4.026	Aul $3.96 per proof l. Can $3.96 per proof l. CPC $3.96 per proof l.

CHAPTER 30
Pharmaceutical products

30.03	Medicaments (including veterinary medicaments):					
30.03.003	Medicated wines per l.	1	1974	25c	25c	Aul 20c per l. Can 20c per l. CPC 20c per l.

Aul = Australia
Can = Canada
CPC = Commonwealth Preference Countries

* Plus the amount by which the cif value is less than $1.00 per litre; or, where applicable, minus half the amount by which the cif value is more than $1.00 per litre, provided that the specific rate of duty so determined shall be not less than 35c per litre.

† Plus the amount by which the cif value is less than $1.00 per litre; or, where applicable, minus half the amount by which the cif value is more than $1.00 per litre, provided that the specific rate of duty so determined shall be not less than 20c per litre.

‡ Plus the amount by which the cif value is less than 90c per litre; or, where applicable, minus half the amount by which the cif value is more than 90c per litre, provided that the specific rate of duty so determined shall be not less than 25c per litre.

§ Plus the amount by which the cif value is less than 45c per litre; or, where applicable, minus half the amount by which the cif value is more than 45c per litre, provided that the specific rate of duty so determined shall be not less than 25c per litre.

¶ Or such higher rate of duty, not exceeding 50c per proof litre, as the Minister may in any case decide.

Inquiries: OTAR ext. 401/468/469.

CRE tel. Direct dialling **OTAR telephone 01-248 5757**
Extensions to OTAR numbers are given at the end of each notice

Western Samoa

Industrial free zone. The Western Samoa Government has established an industrial free zone covering 100 acres and located in Vaitele, close to Apia. A booklet giving further information is available from Commercial Relations and Exports Division. Ref. CRE 35277. Inquiries: CRE tel. 01-215 5321.

Canada

Tariff changes. The following changes have been announced to the Canadian customs tariff.

The tariff on bicycles has been restored to 20 per cent British preferential tariff and 25 per cent most favoured nation tariff with effect from 21 March 1975.

The following is added to the Customs Duties Drawback Regulations:

Item	Description	When subject to drawback	Portion of duty payable as drawback
97030-1	Yarns of man-made fibres or filaments. (expires 28 February 1976	When used in the manufacture of Weftless tapes used for agricultural purposes	99 %

The following are added to the Customs Duties Reduction Regulations:

Tariff item	Description	Expiry date	British preferential tariff and most favoured nation tariff	General tariff
10903-1	Nutmeat substitutes for use in Canadian manufactures	28 Feb. 1976	Free	25 %
13905-1	Crystalline dextrose with a minimum 90% dextrose equivalent, containing not more than 10% moisture for use in Canadian manufactures	31 Oct. 1975	Free	25%
19275-1	Tempered hardboard, smooth on both faces, not sanded or planed, tile-board grade, ⅛ in. and ¼ in. in thickness, for use in the manufacture of coated or decorated tileboard panels, scored or plain	28 Feb. 1976	Free	35%
54908-1	Alloy copper bars, rods, plated and wire of RWMA class 2, class 3, class 4, for use in the manufacture of welding electrodes, welding caps, electrode adaptors, electrode shanks, electrode holders, seam weld wheels and welding guns	28 Feb. 1976	Free	25%
34911-1	Magnesium alloy ingots, to specification ASTM QE22 for use in the production of magnesium castings	28 Feb. 1976	Free	25%
34912-1	Hardener alloys namely: magnesium-rare earth, magnesium-didymium, magnesium-cerium and magnesium-zirconium, for use in the manufacture of magnesium castings	28 Feb. 1976	Free	25%
36805-1	Clock movements, weight driven, for use in the manufacture of floor-standing clocks but not less than, each	28 Feb. 1976	15%	30%, 50c
37516-1	Ferro-chromium, being an alloy of iron, chromium and silicon, containing 30% or more by weight of chromium and not over 10% by weight of silicon, for use in the manufacture of iron or steel	28 Feb. 1976	Free	5%
38310-1	Sheet or strip of iron or steel, in the coil, made to specification SAE 1075, spring tempered, for use in the manufacture of chain saw bars	28 Feb. 1976	Free	15%
44583-1	Stems for use in the manufacture of electron gun mount assemblies for television picture tubes	28 Feb. 1976	Free	25%
44666-1	Ice spikes and spike sockets, of metal, for use in the manufacture of footwear	28 Feb. 1976	Free	35%
52265-1	Towelling of crash or huck, wholly or cotton, not exceeding 22 inches in width, in grey or unfinished condition, for use in the manufacture of hand towels	28 Feb. 1976	Free	30%
92804-6	Arsenic for use in the manufacture of lead alloys	28 Feb. 1976	Free	25%

Inquiries: OTAR ext. 455/456/457.

As a four-seat cabin passes overhead, joyriders queue for tickets for the quarter-mile-long cabinlift installed by British Ropeway Engineering Co. Ltd. (BRECO), of Sevenoaks, Kent, at the amusement fair adjoining the Royal Sydney Show. Operated by Transview (Queensland) Pty. Ltd. for 11 days at Easter time, the aerial ride – opened in 1973 – has proved a big attraction, with long queues for tickets (bottom left of picture). Here, one of the 34 cabins on the line is seen leaving a terminal station. At this year's fair it is anticipated that – weather permitting – over a quarter of a million people will be carried in the four-seat cabins of this BRECO ropeway.

Mexico

New Tariff. The most significant changes in Mexico's new import tariff, which took effect on 1 January 1975, are as follows:

The 'specific' tax, based on the unit of weight or volume has been eliminated.

The number of headings has been reduced from 12,500 to 7,281.
Within the new tariff, imported goods are divided into four basic levels:

1 For raw materials, the *ad valorem* duty ranges from 5 to 15 per cent.

2 For intermediate industrial products the duty ranges from 20 to 25 per cent.

3 For finished goods, the new *ad valorem* duty is 35 per cent.

4 For goods considered as luxury items, the duty ranges from 50 to 75 per cent, except in the case of automobiles, for which the duty payable is 100 per cent *ad valorem.*

An important feature is the elimination of 'Rule 14' which in the past was considered as an incentive for the industrialisation of the country. Under 'Rule 14', imports of machinery were allowed a 65 per cent subsidy on regular tax relative to these goods. The authorities concerned considered that this was no longer necessary since similar incentives are possible within the framework of the New and Necessary Industries Law, the Industrial Decentralisation Decree, etc.

The 10 per cent additional tax, which was levied on a wide range of headings under the old structure has also been eliminated and a new 1 per cent general tax on all imports has been introduced.

There have been no modifications in connection with the Latin America Free Trade Association (LAFTA) system, which continues on the same basis.

Under the new imports tariff, there are no import duties on machinery or other inputs related to the development of the Mexican Agricultural factor, with the exception of farm tractors, for which the *ad valorem* duty is 25 per cent.

British exporters with inquiries should specify the products in which they are interested. Inquiries: OTAR ext. 474/476.

Panama

Import quota and restriction list revised. The Panamanian Government has issued a revised list of restricted imports and import quotas. Inquiries: OTAR ext. 476/474.

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the export knowledge of its specialist reporters. Products and manufacturers are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, ext. 2393/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

Colombia

Foreign banks. The Colombian Government has announced the creation of a Commission charged with arranging the transformation of foreign banks and other financial institutions into mixed companies, as defined in Article 1 of Decision 24 of the Cartagena Agreement Commission. Inquiries: CRE tel. 01-215 5289.

Brazil

Payments for imports. Banco Central Resolution No. 319 of 28 February 1975 has imposed new restrictions on payment for imports. Customs clearance of goods attracting an import duty of 37 per cent or more is dependent on confirmation that the exchange contract has been paid up. There is a list of a further 684 items, classified under their BN headings, which are affected by this measure regardless of the duty rate applicable. Imports into the Manaus Free Zone are exempted.

Duty exemptions. The Brazilian authorities have exempted a number of products from import duty.

Decree Law 1.389 of 21 January 1975 exempted from import duty and manufactured goods tax all electronic apparatus, of the 'neurostimulator' type, implantable in the human body, for the stimulation of the brain and other parts of the central nervous system. This applies to goods not having a national similar only.

Customs Policy Council Resolution 2.331 of 9 January 1975 exempted from import duty, for a period of one year, woodpulp and paperwaste intended for the manufacture of paper. Goods under the following BN headings are affected: 47.01.01.00, 47.01.02.00, 47.01.04.00, 47.01.05.00, 47.01.06.00, 47.01.07.00, 47.02.00.00. The new terminal date is 20 January 1976.

Customs Policy Council Resolution 2.327 of 9 January 1975 included in the annex to Resolution 2.212 of 8 August 1974, which granted exemption from import duty to certain goods not having a national similar, the following goods:

BN no.	Goods
34.02.99.00	Unconcentrated emulsion for the rapid engraving of micro-zinc lithographic plates
48.15.03.00	Special paper, on spools, for tachographs and strip recorders

Customs Policy Council Resolution 2.328 of 19 December 1974 exempted tetrahydrothiophen (THT), under BN heading 29.35.33.00, from import duty for a period of one year from 20 January 1975. This measure may be revoked at any time.

Duty exemptions on Ilmenite. Customs Policy Council Resolution No. 2.355 of 14 February 1975 exempted from Import duty, for a period of three months from 25 February 1975, a quota of 13.650 tonnes of Ilmenite, under tariff heading 26.01.17.02.

Resolution No. 2.356 also of 14 February 1975, exempted, for a period of one year from 25 February 1975, for ilmenite for importers able to prove that they have purchased locally produced ilmenite in a proportion of not less than 155 per cent to that imported. Customs clearance will be subject to a Guia de Importação especially for this purpose.

Duty exemptions on aluminium oxide. Customs Policy Council Resolution No. 2.354, of 5 February 1975, gave exemption for a quota of 30,000 tonnes of aluminium oxide, included in tariff heading 28.20.01 when imported for the use of producers of primary aluminium. The concession will have a period of validity of one year, until 25 February 1976.

Aluminium waste and scrap: duty exemptions. Customs Policy Council Resolution No. 2.352, published in the *Diario Oficial da Uniao* of 14 February 1975, gave exemption from import duty for a quota of 8,000 tonnes of aluminium waste and scrap, of heading 76.01.03 when intended for the use of manufacturers of aluminium and secondary alloys. The exemption will have a period of validity of one year, until 14 February 1976.

Vinyl chloride monomer: duty exemptions. Customs Policy Council Resolution No. 2.333 of January granted exemption from import duty until 31 July 1975 for vinyl chloride monomer under BN Heading 29.02.12.00 for use in the production of polyvinyl chloride. This measure may be suspended at any time.

Duty exemption on concentrated lead ore. Customs Policy Council Resolution No. 2.335 of 30 January 1975 exempted from duty a quota of 36.000 tonnes of concentrated lead ore, with a minimum lead content of 70 per cent under BN Heading 26.01.06.99. The quota will be distributed to producers of primary lead by the Bank of Brazil Foreign Trade Department. The concession will be valid for a period of one year until 3 February 1976.

Reduction of duty on polyvinyls. Customs Policy Council Resolution No. 2.334 of 30 January 1975 reduced the import duty on polyvinyl chloride emulsion, for plasticizers, and polyvinyl chloride suspension under BN Heading 39.02.02.05, from 55 to 40 per cent. Resolutions 1.877 and 2.166 which exempted these goods from import duty are revoked. The reduction is for one year until 3 February 1976.

Polyethylene: duty exemptions revoked. Custom Policy Council Resolutions 2.325 of 2 January 1975 and 2.326 of 6 January 1975 revoked previous resolutions 1.876, 1.902, 2.165 and 2.171 which granted duty exemptions to high and low density polyethylene. The duties are restored to 45 per cent. Inquiries: OTAR ext. 474/476.

Fertilisers: duty concession extended. Customs Policy Council Resolution 2.329 of 9 January 1975 extended for a further year the validity of Resolution 1.992 which exempted fertilisers of sub-headings 31.05.06 and 31.05.99. The new validity is up to 20 January 1976.

Duty reductions on tyres. Customs Policy Council Resolution No. 2359, of 17 February 1975, gave the following amendments to the Customs Tariff for headings 40.11.01.03 and 40.11.02.00.

Tariff no.	Goods	Duty rate
40.11.01.03	Tyres for earthmovers, construction and highway maintenance vehicles.	85%
	'Ex' tyres of the following sizes: 11.00 × 24; 12.00 × 25; 14.00 × 20; 15.00 × 22.5; 18.00 × 49; 21.00 × 49; 24.00 × 49; 27.00 × 33; 33.00 × 51; 33.5 × 39; 36.00 × 51; 37.25 × 35; 37.5 × 33; 37.5 × 51; 38.00 × 39	0%
40.11.02.00	Inner tubes	85%
	'Ex' Inner tubes of the following sizes: 11.00 × 24; 12.00 × 35; 14.00 × 20; 15.00 × 22.5; 18.00 × 49; 21.00 × 49; 24.00 × 49; 27.00 × 33; 33.00 × 51; 33.5 × 39; 36.00 × 51; 37.25 × 35; 37.5 × 33; 37.5 × 51; 38.00 × 39.	0%

Duty reduction on metallic lead. Customs Policy Council Resolution No. 2.336 reduced from 30 to 5 per cent the duty on metallic lead under tariff headings 78.01.01.00 and 78.01.02.00 where the importer can provide proof that he has purchased two tonnes of Brazilian lead for every one tonne imported. This concession will be valid for one year, until 3 February 1976.

Tax exemptions on materials and equipment imported by CBTN. Customs Policy Council Resolution No. 2.337 of 30 January 1975 extends the validity of Resolution 1.547 of 27 December 1975 in the following terms:

1 Exempting from import duty equipment, machines, apparatus and equipment, which do not have a national similar, imported by the Brazilian Nuclear Technology Company for their own use in the nuclear technology field.
2 Parts, components and special tools which normally machines etc in normal amounts, but not exceeding 10 per cent of the machines value are also exempted.
3 The exemption is extended to parts and components which are essential to the maintenance, replacement, extension or construction of equipment or new installations, where their manufacture in Brazil is not possible or economically disadvantageous.

The concession does not apply to imports covered by Guias de Importacao whose FOB value is less than US$5,000.00 or its equivalents in other currency. The period of validity is one year from 2 February 1975.

CRE Commercial Relations and Exports Divisions
Department of Trade
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OTAR Overseas Tariffs and Regulations Section
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Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
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Extension of tax exemption. Customs Policy Council Resolution No. 2.332 of 15 January 1975 extended for a period of one year the provisions of Resolution 2.010 of 1 February 1974. This exempted imports of equipment, machinery raw materials and consumer goods, not having a national similar, imported by the Brazilian Mint for its own use.

Import duties on polyamides and super polyamides. The Executive Commission of the Customs Policy Council, in Resolution No. 2.351 of 30 January 1975, issued the following amendments to the Brazilian Customs Tariff.

Tariff no.	Goods	Duty rate
39.01.01.05	Polyamides and super polyamides	30%
	'Ex' Polyamide of molecular weight less than 1.000 produced by the condensation of fatty vegetable acids, unsaturated, dimerized and/or trimerized, with ethylenic polyamine	55%
39.01.02.06	Polyamides and super polyamides	30%
	'Ex' Polyamide of molecular weight less than 1.000. Produced by the condensation of fatty vegetable acids, unsaturated, dimerized and/or trimerized, with ethylenic polyamine	55%

Internal combustion engines – minimum values. The Executive Commission of the Customs Policy Council, in Resolution No. 2.344 of 30 January 1975 laid down minimum values for internal combustion engines as follows:

Tariff no.	Goods	Minimum value US $/cif
84.06.00.00	Internal Combustion Piston Engines	
02.00	Single cylinder internal combustion engines	
01	With a cylinder capacity exceeding 50 cm^3 and maximum power from	
	2-15 hp: up to 3 hp	36.62 per unit
	3-5 hp	43.75 per unit
	5-6 hp	61.89 per unit
	6-9 hp	98.58 per unit
	9-10 hp	105.44 per unit
	Over 10 hp	142.76 per unit
99	Others	
	Up to 3 hp	36.62 per unit
	3-5 hp	43.75 per unit
	5-6 hp	61.89 per unit
	6-9 hp	98.58 per unit
	9-10 hp	105.44 per unit
	Over 10 hp	142.76 per unit
03.00	Other internal combustion engines	
	Up to 3 hp	36.62 per unit
	3-5 hp	43.75 per unit
	5-6 hp	61.89 per unit
	6-9 hp	98.58 per unit
	9-10 hp	105.44 per unit
	Over 10 hp	142.76 per unit

Inquiries: OTAR ext. 476 and 474.

Reference price for manganese dioxide. The Executive Commission of the Customs Policy Council, in Resolution 2.349 of 30 January 1975, laid down a reference price for manganese dioxide, under heading 28.22.03.00 of US$770.00 per tonne cif.

Reference prices for textiles. The Executive Commission of the Customs Policy Council, in Resolution 2.338 of 30 January 1975, set down the following reference prices for textiles:

Tariff no.	Goods	US $ cif/kg
56.01.01.03	Acrylic fibre	1.62
56.02.01.03	Acrylic yarn	1.99
56.04.01.03	Acrylic wick	2.27
56.01.01.02	Polyester fibres	1.98
56.02.01.02	Polyester yarns	1.53
56.04.01.02	Polyester wick	2.05
51.01.01.05	Polyester thread:	
	Natural thread:	
	Up to 133 Dtex	2.48
	From 134 to 225 Dtex	2.41
	Texturized thread:	
	Up to 133 Dtex	4.25
	From 134 to 225 Dtex	3.52
51.01.01.03	Continuous nylon thread:	
	Natural thread:	
	Up to 20 denier	3.71
	21-40 denier	3.36
	41-70 denier	2.88
	71-230 denier	2.87
	Texturized thread:	
	Up to 20 denier	6.27
	21-40 denier	6.06
	41-70 denier	4.60
	71-230 denier	4.45

Reference prices for phthalic anhydride. The Executive Commission of the Customs Policy Council, in Resolution 2.348 of 30 January 1975, fixed the reference price for phthalic anhydride, under heading 29.15.04.00 at US$540.00 per tonne cif.

Reference prices and duty changes for toluene and xylene. Customs Policy Council Resolution No. 2.357, of 14 February 1975, established reference prices for toluene, under tariff 29.01.46.00, and xylene, under heading 29.01.48.00, of US$260.00 per tonne cif.

Resolution No. 2.358 also of 14 February 1975 made the following amendments to the customs tariff.

Tariff no.	Goods	Duty rate
29.01.46.00	Toluene (methylbenzene)	10%
	Xylene (dimethylbenzene)	0%
	'Ex' Xylene (mixture of isomers)	10%
	'Ex' Orthoxylene	30%

Inquiries: OTAR ext. 476/474

Argentina

Tariff amendments. Resolution 182/75 published in the *Boletin Oficial* on 7 January 1975, modifies the tariff headings and duties for various goods. Article 1 eliminates the duty from heading BH 28.50.00.00, and breaks it down as shown below:

Art 2. Adds the following sub-headings and duties:

Tariff no.	Description	Rate of duty *ad val* cif
28.50.00.01	Radio active pastilles of cobalt	0%
28.50.00.99	Other	5%
29.37.02.08	6-amino 3, 3-dimethyl-7 axo-4-thio-1 azobicyclo (3.2.0) heptane 2-carboxylic acid (6-amino penicillanic acid) with licence from the Secretaria de Estado de Desarrollo Industrial	5%
29.44.06.02	Dihydro-streptomycin sulphate, with licence from the Secretaria de Estado de Desarrollo Industrial	5%
39.02.01.24	Amorphous polypropylene in blocks	15%
68.13.00.04	Spun goods of asbestos, with licence from the Secretaria de Estado de Desarrollo Industrial	40%
86.03.00.02	Diesel locomotives, up to 15 tons weight and gauge no greater than 600 mm, with licence from the Secretaria de Desarrollo Industrial	5%

Art 3. Modifies the text of the following heading to read:

86.03.00.01 Diesel locomotives, excluding those of up to 15 tons weight, and gauge no greater than 600 mm.

Art 4. Goods in headings 29.37.02.08, 29.44.06.02, 39.02.01.24 and 68.13.00.04 are exempt from prior deposit requirements.

No further information is available. Inquiries: OTAR ext. 474/476.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Chile

Tariff amendments and duty reductions. Chilean decree No. 234, issued by the Finance Ministry and published on 18 March 1975, has changed the rates of duty affecting the following items in the Chilean Customs tariff:

		New *ad-val* rate
25.07.01.00	Bentonite	25%
25.31.00.02	Fluorspar (fluorite)	25%
69.02.03.00	Refractory bricks, tiles, blocks and similar refractory construction goods with a basis of magnesite, dolomite or chromite	30%
69.03.01.00	Retorts and crucibles	30%

Chilean decree No. 233 issued by the above same Ministry and published on the same date has reduced the rate of duty affecting the following item:

		New *ad-val* rate
73.03	Waste and scrap metal or iron or steel	5%

Chilean decree No. 236 issued by the above same Ministry and published on the same date has reduced the rate of duty affecting the following items:

		New *ad-val* rate
85.01.03.00	Generating sets	35%
85.15.02.00	Transmitters and transceivers for radio broadcasting and television; and television visual recording apparatus	35%
85.15.90.00 (02)	For radiocommunications and radio broadcasting	35%
90.28.01.00	Electricity magnitude measuring apparatus	35%
92.13.02.99 (01)	For turntables used solely in recording rooms or at radio broadcasting stations	35%

No further information is available. Inquiries: OTAR ext. 474/476.

Flour mill and bakery equipment. Decree 942 issued by the Chilean Ministry for the Economy and published on 21 March 1975 has extended for a further year, now expiring 21 March 1976, the period within which import licences approved for the importation of equipment for flour mills and bread bakeries will entitle the equipment to a rebate of customs duty to 10 per cent *ad valorem* (cif). This concession applies also to spare parts for such equipment provided they are received simultaneously and do not exceed 10 per cent of the cif value of the basic equipment itself. The measure is related to the policy of the Chilean Government to encourage production and competition in the milling and bakery industries. Inquiries: OTAR ext. 474/476.

Uruguay

Addition to tariff heading BN 38.19. Uruguayan decree 160/975 of 27 February 1975 modifies tariff heading BN 38.19 to include the following:

Tariff no.	Description	Duty *Ad valorem* cif	Valuation $
38.19.A95	Eutetic mixture of diphenyl and diphenyl oxide Kg	110%	43.20

Inquiries: OTAR ext. 474/476.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manu-facturing industry	Distributive and service industries	Total	Manu-facturing industry	Whole-salers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices			at 1970 prices			at 1970 prices				at current prices	
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,387	9 223	2,130	2,089		series in £ million				series in £ million	
1970	100	100	100	100	100	438	324	68	−23	698	−11	709
1971	101	103	100	94	103	111	−126	52	−4	1,052	273	778
1972	104	109	106	85	116	−54	−203	48	3	82	−683	765
1973	110	114	110	90	121	696	374	32	242	−1,117	−2,301	1,184
1974	109	114	108	100	111	265	435	34	−124	−3,828	−5,259	1,431
1972 1st qtr.	101	106	105	90	108	−34	−62	17	−16	85	−123	208
2nd qtr.	104	108	106	84	115	−31	−106	1	38	123	−67	190
3rd qtr.	104	110	106	82	116	−7	−42	6	−13	−109	−284	175
4th qtr.	107	111	108	83	123	18	7	24	−6	−17	−209	192
1973 1st qtr.	110	115	112	89	127	277	146	11	32	−184	−354	170
2nd qtr.	109	112	107	86	113	188	61	−9	163	−210	−401	191
3rd qtr.	110	114	111	91	120	100	68	6	22	−230	−569	339
4th qtr.	110	114	111	94	125	131	99	24	25	−493	−977	484
1974 1st qtr.	106	113	112	99	111	−235	−100	8	−73	−971	−1,279	308
2nd qtr.	110	112	105	99	107	209	138	42	11	−985	−1,316	331
3rd qtr.	112	114	106	99	115	257	299	−27	−28	−797	−1,210	413
4th qtr.	110	116	107	102	112	34	+99	10	−34	−1,075	−1,454	379
% change last 2 qtrs. on prev. 2 qtrs.	+3.0	+2.2	−1.8	+1.5	+4.1							
on a year earlier	+1.3	+0.9	−4.1	+8.6	−7.3							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade §	
	Total all indus-tries	Total manu-facturing industries	Retail sales	Cars: new regis-trations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all indus-tries and services) ‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
				monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manu-factured products: home sales‡		mid-month count	% of total em-ployees	mid-month count	totals	
Base of index	1970	1970	1971		16 Jan. 1962		1970	1970	31 July 1972				Series in	
£m in base year			15,895	thousands						thousands		thousands	£ million	
1971	100.4	99.6	100.0	108.5	153.4	9.4	104.6	109.0	88.9	737	3.2	129	8,801	8,528
1972	102.4	102.0	105.8	138.6	164.3	7.1	109.2	114.8	101.4	816	3.6	145	9,147	9,830
1973	109.9	110.5	110.7	137.3	179.4	9.2	144.4	123.2*	115.5	581	2.6	304	11,512	13,813
1974	106.4	107.9	109.9	102.7	108.5†	16.0	240.2	151.9	138.5	572+	2.5+	298+	15,589	20,848
1973 3rd qtr.	110.7	111.5	110.6	143	180.2	9.2	150.8	124.2	118.5	555	2.4	334	2,991	3,560
4th qtr.	109.5	110.5	112.0	119	186.8	10.3	167.6	129.1	121.0	494	2.2	361	3,048	4,025
1974 1st qtr.	103.5	105.7	109.8	103	101.4†	12.9	212.5	138.4	125.0	546	2.4	286	3,500	4,779
2nd qtr.	107.8	109.3	107.3	104	107.5	15.8	213.7	148.9	132.2	552	2.4	311	3,900	5,216
3rd qtr.	108.6	110.2	111.0	109	110.2	17.0	213.0	156.1	143.9	592	2.7	306	4,161	5,371
4th qtr.	105.4	106.2	111.6 p	96	115.1	18.2	221.8	164.7	152.9	**	**	**	4,029	5,482
1975 1st qtr.										701	3.1			
1974 Jan.	101.2	102.3	109.1	93	191.8	12.0	209.5	134.1	123.7	538	2.4	306	1,064	1,424
Feb.	103.3	106.8	110.1	109	101.7†	13.2	213.1	138.5	124.7	552	2.4	279	1,173	1,610
Mar.	105.9	107.9	110.0	106	102.6	13.5	215.0	142.2	126.5	547	2.4	275	1,263	1,745
Apr.	107.3	109.0	107.9	97	106.1	15.2	215.4	146.3	127.9	546	2.4	298	1,272	1,675
May	107.5	108.7	105.6	105	107.6	15.9	214.0	148.9	132.0	548	2.4	315	1,304	1,783
June	108.6	110.3	108.2	111	108.7	16.5	211.7	151.1	136.8	562	2.5	319	1,324	1,758
July	109.2	110.7	109.2	106	109.7	17.1	212.3	153.5	139.8	576	2.5	317	1,337	1,769
Aug.	109.1	111.2	111.4	102	109.8	16.9	213.7	156.1	145.5	597	2.6	301	1,378	1,787
Sept.	107.6	108.8	112.2	118	111.0	17.1	212.8	158.6	146.3	603	2.7	301	1,446	1,816
Oct.	107.0	107.5	111.4	102	113.2	17.1	220.1	162.2	148.4	607	2.7	294	1,347	1,841
Nov.	106.6	107.7	112.8	98	115.2	18.3	223.8	164.7	153.6	613	2.7	273	1,296	1,896
Dec.	102.8	103.5	110.8	87	116.9	19.1	222.5	167.6	157.6	**		**	1,386	1,745
1975 Jan.	105.9	108.1	113.0	109	119.9	19.9	221.6 p	172.4 p	158.9	678 e	3.0	**	1,562 p	1,837 p
Feb.			112 p	113	121.9	19.9	218.4 p	174.8 p	160.8	705	3.1	192	1,459 p	1,745 p
Mar.										721	3.2	186		
% change latest 3 months on prev. 3 months	−2.6	−2.5	−0.2	−2.8	+5.7		+0.9	+6.0	+6.5	..		..	+8	−4
on a year earlier	−0.9	−0.7	+1.2	−1.3	+19.6		+10.8	+27.6	+28.9	+28.6		..	+35	+22

(‡) Not seasonally adjusted. (§) On a balance of payments basis. * After April 1973, affected by changes due to VAT. † Base of index Jan. 1974 = 100.
** Figures not available. + Average of 11 months. e Figure is estimate.

Direct exporters and the credit terms of exports

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

As part of the overseas transactions inquiry for 1973, conducted by the Department of Industry, information was collected on the value of direct exports in 1973 and the terms of credit on which they were made. The results of the inquiry presented in the following tables are given in more detail in the Business Monitor M4, Overseas Transactions 1973, published this month, and obtainable by standing order from Her Majesty's Stationery Office: separate or additional copies are obtainable from the Librarian, Business Statistics Office, Cardiff Road, Newport, Gwent, NPT 1XG.

About 2,500 firms were approached in the inquiry, although many firms had nothing to report and the response was not complete. Although the oil companies and public sector enterprises (other than the British Steel Corporation) were not asked to make returns in respect of exports in the inquiry, Table 1 incorporates figures of exports by large oil companies and by the National Coal Board. These figures, obtained from published sources, are excluded from the other tables, as are the exports of large non-responding companies which have also been incorporated in Table 1 from published sources.

Exports analysed by size

The total of 1973 exports covered in Table 1 represents just over 85 per cent of total United Kingdom exports in 1973. It is thought that all enterprises with exports of more than £1 million are covered, but the figure for firms with exports of under £1 million is incomplete. Half of total exports in 1973 were accounted for by 75 enterprises, compared with 81 in 1972. The number of enterprises with exports of over £50 million grew to 31 in 1973, compared to 24 in 1972, and their exports accounted for some 38 per cent of total exports in 1973. In the three previous years enterprises with exports of over £50 million had accounted for about one-third of total exports. Two thirds of total exports were accounted for by about 220 enterprises, compared with about 230 in 1972. At the other end of the scale there are several thousand small firms not covered in this inquiry, which sell abroad on a minor scale or occasionally, but together account for the exports not covered in Table 1.

Exports analysed by category of company

In Table 2 which is based solely on returns received in the inquiry United Kingdom exports have been analysed into five broad categories based on the nature of companies' direct investment links abroad, each of which is further analysed by size and split between exports to related concerns overseas (branches subsidiaries, parents and associates of United Kingdom companies) and those to unrelated concerns overseas. The exports of companies without overseas affiliates are substantially more deficient than those of the other categories as most small exporters are not included in the inquiry. Amongst respondents to the inquiry, all enterprises with exports exceeding £50 million had direct investment links and some 38 per cent of their exports were to related concerns overseas. Only eight enterprises with exports exceeding £10 million had no direct investment links whatsoever.

About one-third of total exports covered by respondents were to related concerns overseas. Some 57 per cent of exports of United States controlled enterprises were to related concerns, whilst 39 per cent of exports of other foreign controlled enterprises were to related concerns. For associates of foreign enterprises and United

TABLE 1 Size distribution of large exporters 1970-73 (1)

Amounts in £ million

Size of direct exports during year	1970 Number of enterprises	1970 Amounts	1971 Number of enterprises	1971 Amounts	1972 Number of enterprises	1972 Amounts	1973 Number of enterprises	1973 Amounts
Over £50 million	20	2,513	23	2,883	24	2,991	31	4,307
£20 million to £50 million	35	1,044	44	1,275	47	1,388	63	1,835
£10 million to £20 million	62	866	70	1,000	82	1,147	83	1,139
£5 million to £10 million	105	739	118	832	129	907	126	884
£1 million to £5 million	503	1,157	584	1,325	554	1,245	565	1,336
Under £1 million (2)	845	341	859	326	902	348	740	302
	1,570	6,660	1,698	7,641	1,738	8,026	1,608	9,803

(1) Including figures for non-respondents with exports of over £1 million.
(2) Figures are incomplete.

TABLE 2 Distribution of direct exports (1) by category of enterprise and size of total exports, 1973

Analysis of returns received

Values in £ million

	United States controlled enterprises		Other foreign controlled enterprises		Associates of foreign enterprises		United Kingdom enterprises with overseas affiliates		United Kingdom enterprises with no overseas affiliates	Total	
Size of total exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Total exports	Of which related exports
Over £50 million	742.1	553.6	360.1	104.6	154.0	22.2	2,816.6	860.0	—	4,072.8	1,540.4
Number of enterprises	(5)		(4)		(2)		(18)			(29)	
£20 million to £50 million	293.3	160.9	115.6	55.2	129.6	58.2	964.6	248.6	41.1	1,544.2	522.9
Number of enterprises	(11)		(4)		(4)		(32)		(2)	(53)	
£10 million to £20 million	264.9	145.8	82.8	50.6	73.5	27.1	572.7	163.2	73.9	1,067.8	386.7
Number of enterprises	(19)		(7)		(5)		(41)		(6)	(78)	
£5 million to £10 million	218.0	79.7	58.4	23.7	13.0	0.4	480.5	124.0	82.2	852.1	227.8
Number of enterprises	(32)		(9)		(2)		(66)		(12)	(121)	
£1 million to £5 million	299.0	100.4	78.2	38.3	46.0	13.9	482.2	123.9	374.5	1,279.9	276.5
Number of enterprises	(130)		(37)		(17)		(190)		(173)	(547)	
Under £1 million	43.2	13.7	27.8	10.4	4.8	1.2	79.6	20.7	147.6	303.0	46.0
Number of enterprises	(106)		(93)		(16)		(177)		(348)	(740)	
Total	1,860.5	1,054.1	722.9	282.8	420.9	123.0	5,396.2	1,540.4	719.3	9,119.8	3,000.3
Number of enterprises	(303)		(154)		(46)		(524)		(541)	(1,568)	

(1) Excluding the exports of oil companies.

TABLE 3 Distribution of total exports by category of enterprises, 1970-73

	Percentages					
	1970		1971	1972	1973	
	All exports	Exports to related concerns			All exports	Exports to related concerns
Percentages of total exports (1) accounted for by						
United States controlled enterprises	17	9	17	17	17	10
Other foreign controlled enterprises	6	2	6	7	7	3
Associates of foreign enterprises	3	1	5	5	5	1
United Kingdom enterprises with overseas affiliates	54	14	52	52	52	15
Other enterprises	20	–	20	19	19	–
Total	100	26	100	100	100	29

(1) Adjusted approximately for non-response

TABLE 4 Distribution of direct exports (i) by category of enterprise and by industry group, 1973

Analysis of returns received

Values in £ million

	United States controlled enterprises		Other foreign controlled enterprises		Associates of foreign enterprises		United Kingdom enterprises with overseas affiliates		United Kingdom enterprises with no overseas affiliates	Total		
Industry group	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Of which related exports	Total exports	Total exports	Of which related exports	Number of enterprises
Food, drink and tobacco	62.1	30.3	42.5	16.3	16.1	11.8	465.6	128.9	27.2	613.5	187.3	73
Chemical and allied industries	150.9	82.1	89.7	60 2	90.5	49.7	736.2	237.8	23.3	1,090.6	429.8	128
Metal manufacture and engineering	761.4	471.8	441.1	148.0	183.9	28.8	1,658.9	440.4	140.8	3,186.1	1,089.0	440
Shipbuilding and vehicles (other than motor vehicles)	5.5	—	—	—	—	—	351.5	69.6	26.6	383.6	69.6	25
Motor vehicles	586.4	377.8	4.6	0.7	6.2	2.9	621.9	268.5	13.5	1,232.6	649.9	27
Other manufacturing industries	213.8	63.3	71.8	37.7	112 0	27.7	1,196.7	282.9	239.5	1,833.8	411.6	523
Other activities	80.4	28.8	73.2	19.9	12.2	2.1	365.4	112.3	248.4	779.6	163.1	352
All industries	1,860.5	1,054.1	722.9	282.8	420.9	123.0	5,396.2	1.540.4	719.3	9.119.8	3.000.3	1,568

(i) Excluding the exports of oil companies

TABLE 5 Analysis of direct exports by terms of original credit 1973 (1)

Analysis of returns received

Original terms on which exports were made

	Cash or credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 21 months		Credit of over 21 months and up to 5 years		Credit of over 5 years (2)		Total exports		Number of enterprises
Industry group	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	£m	%	
Food, drink and tobacco	474.2	77	130.6	21	1.6	—	—	—	3.6	1	3.5	1	613.5	100	73
Chemical and allied industries	602.2	55	450.2	41	30.4	3	1.3	—	0.1	—	6.4	1	1,090.6	100	128
Metal manufacture and engineering	1,461.4	46	1,234.4	40	182.0	6	118.4	4	79.9	1	110.0	3	3,186.1	100	440
Shipbuilding and vehicles (other than motor vehicles)	199.0	52	82.0	21	17.8	5	9.4	2	23.7	6	51.7	14	383.6	100	25
Motor vehicles	734.3	60	387.5	31	21.3	2	8.7	1	28.4	2	52.4	4	1,232.6	100	27
Other manufacturing industries	1,136.0	62	587.6	32	65.4	4	14.9	1	19.3	1	10.6	—	1,833.8	100	523
Other activities	467.8	60	215.4	28	15.6	2	2.0	—	22.2	3	56.6	7	779.6	100	352
All industries	5,074.9	56	3,087.7	34	334.1	4	154.7	1	177.2	2	291.2	3	9,119.8	100	1,568

(1) Excludes oil companies and public sector enterprises.
(2) Includes exports made under financial guarantee and buyer credit arrangements.

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Kingdom enterprises with overseas affiliates, about 29 per cent of total exports were to related concerns.

Table 3 set out a rough distribution of total exports by category of company when allowance is made for non-response. These estimates are very approximate, but give a broad indication of the extent to which the different categories of company contribute to total exports. There was no change in the percentage contributions between 1972 and 1973, foreign controlled enterprises still accounting for some 24 per cent of total exports. Exports to related concerns as a percentage of total exports rose between 1970, the last occasion on which such exports were separately distinguished in the inquiry, and 1973 by about 1 per cent a year from 26 per cent to 29 per cent. The exports to related concerns of foreign controlled enterprises accounted for some 13 per cent of total exports in 1973, compared with 11 per cent in 1970.

Exports analysed by industry

When respondent companies are classified into broad industry groups as in Table 4, there are significant differences in the contribution of the categories of company distinguished to the exports of each industry. United States controlled enterprises accounted for some 48 per cent of the exports of the motor vehicle industry, nearly two-thirds of those exports being to related overseas concerns. Nearly one-quarter of the exports of the metal manufacture and engineering industries were accounted for by United States controlled enterprises, and about three-fifths of their exports were to related concerns overseas. Other foreign controlled enterprises had relatively high exports in the metal manufacture and engineering industries, about a third of these exports going to related concerns overseas. United Kingdom companies with branches, subsidiaries and associates overseas accounted for some two-thirds of total manufacturing industry exports, but less than half of those from non-manufacturing industries. Exports to related concerns of such companies were most important in the motor vehicle industry, where they accounted for over two-fifths of total exports.

Exports analysed by length of credit

As in previous inquiries, companies were asked to analyse (in percentage terms) the credit terms on which their total exports were made. Table 5 summarises the returns received in the inquiry and classifies them into broad industry groups. As in Table 4, where an enterprise spans several industry groups it is classified to its main activity, which may not necessarily be the activity giving rise to exports on particular terms of credit. Exports of the food, drink and tobacco industries were made on generally shorter terms of credit than those of other industries, 98 per cent of them being made on terms of credit of less than 180 days. On the other hand, some 27 per cent of the exports of the shipbuilding and vehicles (other than motor vehicles) industries were made on credit terms exceeding 180 days, with 14 per cent on credit terms exceeding five years.

Table 6 attempts to allow for the effects of non-response, which is likely to be proportionally greater in the cash and short-term credit categories of exports. There was a small movement towards shorter credit terms in 1973, exports made on credit terms of under 180 days accounting for just under 90 per cent of the total, nearly 1 per cent more than in 1972. Exports made on credit terms of between 180 days and 21 months rose from just under 5 per cent of total exports in 1972 to nearly 6 per cent of total exports in 1973. On the other hand, exports on credit terms of over 21 months fell from just over 6 per cent of total exports in 1972 to under 4½ per cent of total exports in 1973.

Notes and definitions

Direct exports were defined as those exports for which the company making the return, its own exporting subsidiaries, or export agents working to its instructions, submitted export documents to HM Customs. These figures would not necessarily represent the whole of a company's contribution to the export earnings of the United Kingdom, since part of its output may be sold to other United Kingdom companies and in turn exported by them, with or without further processing.

Exports to related concerns cover exports by United Kingdom controlled companies to their overseas branches, subsidiaries and associates, and exports by affiliates of foreign companies to overseas parent, associate or fellow-subsidiary companies.

TABLE 6 **Percentage analysis of exports analysed by credit terms 1970-73**

	Percentage of total exports(1)			
Original terms on which exports were made	1970	1971	1972	1973
Cash or credit of up to 60 days	56.6	55.7	55.6	56.4
Credit of 61 to 180 days	32.7	32.4	33.4	33.5
Credit of 181 days to 1 year	4.1	4.9	3.9	3.8
Credit of over 1 year and up to 21 months	1.3	1.1	1.0	1.9
Credit of over 21 months and up to 5 years	2.5	2.7	2.5	1.6
Credit of over 5 years	2.8	3.2	3.6	2.5
Total	100.0	100.0	100.0	100.0

(1) Adjusted approximately for non-response.

The credit terms relate to the original period of credit extended, and where payment was to be made in instalments, the period to final payment was taken as the length of credit extended. Exports made under Financial and Buyer Credit Guarantee were grouped with other exports on credit terms exceeding five years, the latter being very small.

The statistics relate to the United Kingdom, defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands.

'Economic Progress Report' for April

Budget Day will be 15 April. An explanation of the role of the Budget in the British economy and a description of how it is prepared and presented is carried in the April issue of *Economic Progress Report*.

Other articles in this month's *Economic Progress Report* include 'Trends in invisibles', which describes how net receipts on invisibles have grown over the last decade, with an analysis of the contribution of different items within the total, and 'Monthly economic assessment', the Treasury's latest report on the economic situation. The latter was prepared on the basis of data available up to late March 1975. Developments covered in this assessment include the fall in output between the third and fourth quarters of 1974, the rise in unemployment in recent months, and the marked improvement in the current account of the balance of payments since the New Year.

Copies of *Economic Progress Report*, which is prepared by the Treasury Information Division, are available free from Circulation Section (H), Central Office of Information, Hercules House, London SE1.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Overseas royalty transactions in 1973

This article presents figures of overseas royalty transactions in 1973, obtained from the Department of Industry's overseas transactions inquiry for that year. Transactions covered in this article include royalties, licences, patents, trade marks, designs, copyrights, manufacturing rights and the like. More detailed figures from the inquiry appear in Business Monitor M4, Overseas Transactions 1973, published this month. Copies of this Monitor may be obtained by standing order from Her Majesty's Stationery Office. Additional or separate copies are obtainable from the Librarian, Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG.

The net gain to the current account of the United Kingdom balance of payments in 1973 from such transactions amounted to nearly £42 million, nearly half as much again as in 1972. Receipts from abroad rose by about 21 per cent between 1972 and 1973, having risen by about 13 per cent between 1971 and 1972. The rise in expenditure abroad between 1972 and 1973 was some 16 per cent, following a rise of about 12 per cent between 1971 and 1972.

Scope and coverage of the figures

The inquiry into overseas royalty transactions for 1973 was similar in scope to previous inquiries, the results of which have been published in a series of articles in the *Board of Trade Journal* and in *Trade and Industry*, the last of which, in respect of 1972, appeared in *Trade and Industry* on 27 June 1974. The primary object of the inquiries is to measure the effect of royalty transactions on the United Kingdom balance of payments, where they are included in the category 'other services' in the invisible account (see United Kingdom Balance of Payments 1963-73, Table 17).

Transactions relating to film and television rights, which are the subject of a separate inquiry, are not covered in this article, but a full account of the effect of transactions relating to cinematograph film and television material on the balance of payments for 1973 and earlier years was given in *Trade and Industry* on 1 August 1974.

A total of nearly 1,200 returns was received in respect of royalty transactions. These returns were made by firms co-operating in the overseas transactions inquiry, though not all firms approached provided information. In addition, a large number of firms and individuals receiving or making small payments in respect of royalties (particularly for printed matter, performing rights, etc.) were not approached.

The estimates for all firms in Table 1 include an allowance for the transactions of non-responding and exempt firms, based on the returns to previous inquiries and assumptions that the experience of small firms outside the inquiry would resemble that of similar firms in the inquiry. It is estimated that firms responding in full to the inquiry accounted for about 70 per cent of total receipts and about four-fifths of total payments. As it is not possible to allocate the non-response by country or by industry, the more detailed tables in the article are based solely on returns received in the inquiry. For these reasons the estimates given in Table 1 which are shown to the nearest £0.1 million are not necessarily accurate to that degree.

TABLE 1 Royalties and similar transactions – estimates for all businesses (excluding oil companies)

£ million

Transactions with all overseas concerns	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973
Receipts										
On printed matter, sound recordings or performing rights	13.9	15.4	15.7	15.0	21.0	25.5	28.1	29.2	30.9	34.4
Technological and mineral	44.3	49.4	60.3	66.5	88.2	91.4	114.0	117.8	135.3	167.1
Total	58.2	64.8	76.0	81.5	109.2	116.9	142.1	147.0	166.2	201.5
Expenditure										
On printed matter, sound recordings or performing rights	8.8	9.0	9.0	7.2	10.2	11.5	11.7	12.9	15.2	17.1
Technological and mineral	42.2	46.7	51.3	63.2	81.5	93.3	106.4	110.3	122.6	142.7
Total	51.0	55.7	60.3	70.4	91.7	104.8	118.1	123.2	137.8	159.8
Balance										
On printed matter, sound recordings or performing rights	5.1	6.4	6.7	7.8	10.8	14.0	16.4	16.3	15.7	17.3
Technological and mineral	2.1	2.7	9.0	3.3	6.7	−1.9	7.6	7.5	12.7	24.4
Total	7.2	9.1	15.7	11.1	17.5	12.1	24.0	23.8	28.4	41.7
Transactions with related concerns										
Receipts										
On printed matter, sound recordings or performing rights	4.9	5.9	4.5	3.9	4.6	6.0	6.5	6.4	6.5	7.3
Technological and mineral	14.8	15.9	18.8	23.5	28.1	32.8	37.9	37.0	41.7	51.9
Total	19.7	21.8	23.3	27.4	32.7	38.8	44.4	43.4	48.2	59.2
Expenditure										
On printed matter. sound recordings or performing rights	2.8	3.0	3.3	2.2	3.8	4.5	4.5	5.3	5.9	7.9
Technological and mineral	24.5	26.6	30.1	36.7	46.4	55.4	62.9	64.7	72.5	86.0
Total	27.3	29.6	33.4	38.9	50.2	59.9	67.4	70.0	78.4	93.9
Balance										
On printed matter, sound recordings or performing rights	2.1	2.9	1.2	1.7	0.8	1.5	2.0	1.1	0.6	−0.6
Technological and mineral	−9.7	−10.7	−11.3	−13.2	−18.3	−22.6	−25.0	−27.7	−30.8	−34.1
Total	−7.6	−7.8	−10.1	−11.5	−17.5	−21.1	−23.0	−26.6	−30.2	−34.7
Transactions with unrelated concerns										
Receipts										
On printed matter, sound recordings or performing rights	9.0	9.5	11.2	11.1	16.4	19.5	21.6	22.8	24.4	27.1
Technological and mineral	29.5	33.5	41.5	43.0	60.1	58.6	76.1	80.8	93.6	115.2
Total	38.5	43.0	52.7	54.1	76.5	78.1	97.7	103.6	118.0	142.3
Expenditure										
On printed matter, sound recordings or performing rights	6.0	6.0	5.7	5.0	6.4	7.0	7.2	7.6	9.3	9.2
Technological and mineral	17.7	20.1	21.2	26.5	35.1	37.9	43.5	45.6	50.1	56.7
Total	23.7	26.1	26.9	31.5	41.5	44.9	50.7	53.2	59.4	65.9
Balance										
On printed matter, sound recordings or performing rights	3.0	3.5	5.5	6.1	10.0	12.5	14.4	15.2	15.1	17.9
Technological and mineral	11.8	13.4	20.3	16.5	25.0	20.7	32.6	35.2	43.5	58.5
Total	14.8	16.9	25.8	22.6	35.0	33.2	47.0	50.4	58.6	76.4

TABLE 2 Royalties and similar transactions – receipts from overseas by area and type 1973

Summary of returns received £ million

Area or country	All royalties, etc. Total receipts	Receipts from related concerns	Receipts from unrelated concerns	Printed, etc. royalties	Techno-logical and mineral royalties
Developed countries	117.44	45.14	72.30	20.71	96.73
North America	40.64	14.88	25.76	8.76	31.88
Western Europe	38.41	13.21	25.20	6.20	32.21
EEC	32.72	11.34	21.38	5.28	27.44
EFTA	4.95	1.87	3.08	0.69	4.26
Other	38.39	17.05	21.34	5.75	32.64
Developing countries	21.79	9.82	11.97	0.98	20.81
Commonwealth	6.89	4.51	2.38	0.31	6.58
Other	14.90	5.31	9.59	0.67	14.23
Total returns received	139.23	54.96	84.27	21.69	117.54

TABLE 3 Royalties and similar transactions – overseas expenditure by area and type 1973

Summary of returns received £ million

Area or country	All royalties, etc. Total payments	Payments to related concerns	Payments to unrelated concerns	Printed, etc. royalties	Techno-logical and mineral royalties
Developed countries	131.65	87.69	43.96	13.46	118.19
North America	97.71	74.08	23.63	9.22	88.49
Western Europe	30.79	13.42	17.37	3.36	27.43
EEC	18.41	8.63	9.78	2.97	15.44
EFTA	12.31	4.80	7.51	0.37	11.94
Other	3.15	0.19	2.96	0.88	2.27
Developing countries	1.49	0.50	0.99	0.56	0.93
Commonwealth	0.65	0.29	0.36	0.24	0.41
Other	0.84	0.21	0.63	0.32	0.52
Total of returns received	133.14	88.19	44.95	14.02	119.12

Summary of results for all firms

Table 1 shows the figures of royalty receipts and expenditure of all businesses other than oil companies over the decade 1964 to 1973.

The 21 per cent growth in total royalty receipts between 1972 and 1973 was mainly attributable to a 24 per cent rise in receipts of technological and mineral royalties, those in respect of printed matter, sound recordings or performing rights (artistic royalties) rising by a more modest 11 per cent. At just over £200 million, total receipts in 1973 were some three-and-a-half times as large as in 1964, having grown on average by about 15 per cent a year. Technological and mineral royalties have grown faster on average than artistic royalties over this period, having risen by about 16 per cent a year compared to the average 10 per cent a year growth shown by artistic royalties.

The 16 per cent rise in expenditure between 1972 and 1973 comprised a rise of just over 16 per cent in technological and mineral payments and one of 12½ per cent in artistic payments. Total expenditure rose less quickly than total receipts over the period 1964 to 1973, and at just under £160 million in 1973 were some three times as large as in 1964, having grown by an average 13½ per cent a year. As with receipts, technological and mineral royalties have shown the quickest growth in expenditure, having risen by an average 14½ per cent a year compared with an average rise of 8 per cent a year in artistic payments.

The resultant balance of receipts over payments of just under £42 million in 1973 was nearly half as high again as in 1972 and nearly six times as large as in 1964.

Receipts from related overseas concerns (ie, overseas branches, subsidiaries, parents and associates of United Kingdom firms) rose slightly faster between 1972 and 1973 than those from unrelated concerns overseas, the figures being 23 per cent and 21 per cent respectively. However, over the period 1964 to 1973, receipts from unrelated concerns have shown the stronger growth and, at just over £142 million in 1973, were over three-and-a-half times as high as in 1964; receipts from related concerns trebled from just under £20 million in 1964 to just over £59 million in 1973. In consequence the relative importance of receipts from unrelated concerns has increased over the period. In 1964 such receipts accounted for 64 per cent of the total but in 1973 they accounted for 71 per cent of total receipts.

Unlike receipts, payments to related concerns are both more important and have shown stronger growth than those to unrelated concerns overseas. Between 1972 and 1973 payments to related concerns rose by about 20 per cent and over the period 1964 to 1973 they more than trebled to just under £94 million. Payments to unrelated concerns, on the other hand, rose by only 11 per cent between 1972 and 1973 and, at about £66 million in 1973, were only some two-and-three-quarter times as big as in 1964. In consequence the proportion of total payments accounted for by those to related concerns has increased from 54 per cent in 1964 to 59 per cent in 1973.

For transactions with related concerns as a whole, there has been a balance of expenditure over receipts which has increased from just under £8 million in 1964 to just under £35 million in 1973, an average growth of about 10 per cent a year. On the other hand, there has been a balance of receipts over expenditure in transactions with unrelated concerns. This balance has risen from just under £15 million in 1964 to just over £76 million in 1973, an average growth of about 20 per cent a year.

Analysis by area and industry

Tables 2 and 3 give a geographical analysis of receipts and payments in 1973 for companies responding in the inquiry. The broad pattern which emerges is similar to that shown in previous inquiries, with receipts showing a wide geographical spread compared with payments, where the United States tends to predominate.

Receipts rose from almost all areas of the world in 1973. Among developed countries, which together accounted for about 84 per cent of total receipts, North America accounted for 29 per cent of total receipts, much the same as in 1972, and Western European developed countries a further 28 per cent, again similar to 1972. Among other developed countries, Japan accounted for 12 per cent of total receipts compared with 11 per cent in 1972 and 9 per cent in 1971. In total, receipts from developing countries amounted to some 16 per cent of all receipts, the same as in 1972. Whereas about 45 per cent of receipts from developing countries came from related concerns, some 37 per cent of receipts from developed countries were related, and almost all artistic royalties receipts were from the developed countries of the world.

Royalty payments are made almost exclusively to the developed countries of the world, mainly in North America and Western Europe, payments to other developed and all developing countries accounting for only 3½ per cent of total payments in 1973. Payments to the United States accounted for over 70 per cent of the total, and to developed countries in Western Europe for a further 23 per cent. About three-quarters of payments to the United States are made to related concerns, whereas about two-fifths of those to Western Europe are to related concerns.

Table 4 gives a summary of both receipts and payments from and to three broad areas – the United States, Western Europe, and the rest of the world. The United Kingdom has a net balance of payments over receipts with the United States, which was more than due in 1973 to transactions between related concerns. There is a balance of receipts over payments in both the other areas, the large balance in respect of the rest of the world being due to a low level of payments, both to related and unrelated concerns.

An industrial analysis of royalty transactions is given in Table 5. The classification is based on the main activity of the United Kingdom enterprise and may not necessarily reflect the industrial activity to which the transactions relate. Enterprises principally in manufacturing accounted for over 85 per cent of receipts and over 90 per cent of payments. Chemical and allied industries accounted for about a quarter of recepits and a fifth of payments; electrical engineering accounted for about one-seventh of receipts and over a quarter of payments, and mechanical and instrument engineering for a further tenth of receipts and one-sixth of payments.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (eg, royalties, licences to use patents, trade marks, designs, copyrights, etc.) or for manufacturing rights and the use of technical 'know-how'.

TABLE 4 Broad area analysis of royalty transactions

Summary of returns received £ million

	Royalty receipts in 1973 (+)	Royalty payments in 1973 (−)	Net royralty receipts in 1973 (+) less (−)
United Kingdom transactions with:			
The United States			
Total royalties	36.1	97.2	−61.1
Related concerns	11.3	73.8	−62.5
Unrelated concerns	24.8	23.4	1.4
Artistic royalties	7.9	9.0	−1.1
Technological and mineral royalties	28.2	88.2	−60.0
Western Europe			
Total royalties	43.8	31.0	12.8
Related concerns	15.5	13.4	2.1
Unrelated concerns	28.3	17.6	10.7
Artistic royalties	6.5	3.4	3.1
Technological and mineral royalties	37.3	27.6	9.7
Rest of the world			
Total royalties	59.3	4.9	54.4
Related concerns	28.1	1.0	27.1
Unrelated concerns	31.2	3.9	27.3
Related concerns	28.1	1.0	27.1
Artistic royalties	7.3	1.6	5.7
Technological and mineral royalties	52.0	3.3	48.7

TABLE 5 Industry analysis of royalties and similar transactions 1973

Summary of returns received £ million

	Receipts			Expenditure		
	Total	Related	Un-related	Total	Related	Un-related
All manufacturing industries	120.51	52.69	67.82	123.68	83.36	40.32
Food, drink and tobacco	5.85	4.08	1.77	4.59	2.93	1.66
Chemical and allied industries	35.78	14.88	20.90	26.48	15.08	11.40
Metal manufacture	1.06	0.23	0.83	1.94	1.04	0.90
Mechanical engineering and instrument engineering	14.02	8.03	5.99	23.08	17.67	5.41
Electrical engineering	21.15	14.50	6.65	37.56	31.94	5.62
Motor vehicles	3.01	1.44	1.57	1.08	0.57	0.51
Textiles, leather, clothing and footwear	3.51	2.47	1.04	4.50	2.81	1.69
Paper, printing and publishing	4.57	0.81	3.76	4.38	1.31	3.07
Rubber	3.98	2.46	1.52	5.57	2.36	3.21
Other manufacturing industries	27.58	3.79	23.79	14.50	7.65	6.85
Distribution	0.83	0.02	0.81	3.11	2.74	0.37
Other activities	17.89	2.25	15.64	6.35	2.09	4.26
Total of returns received	139.23	54.96	84.27	133.14	88.19	44.95

Royalties, etc., on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom. As in previous inquiries, separate details for this category were not collected for 1973 and they were grouped with technological royalties.

The statistics relate to those payments and receipts which can be identified and consequently fall short of providing a complete picture. Royalties, etc., included in the recorded value of United Kingdom imports and exports are excluded eg, where charges for royalties, etc., are incorporated in the contract price of capital goods, and cannot be separately distinguished. This omission is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the contract.

Another substantial omission from these figures consists of earnings from overseas affiliates which are included indistinguishably as part of direct investment income. A study of the effects of knowledge sharing between United Kingdom companies and related overseas concerns, which investigates the extent to which international groups gain from knowledge-sharing and how far the benefits to overseas affiliates are reflected in direct investment earnings rather than explicitly as royalty payments, is contained in *Effects of United Kingdom Direct Investment Overseas. Final Report*, by W. B. Reddaway, in collaboration with S. J. Potter and C. T. Taylor (Cambridge University Press, 1968).

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom or overseas tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of United Kingdom concerns and lump sum settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included.

Companies in this inquiry were asked to make returns for their accounting years, if information was not available for calendar years.

The statistics relate to the United Kingdom which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

The inquiry covered transactions between United Kingdom and overseas concerns (and individuals). These concerns could be related ie, parent companies, branches, subsidiaries or associates of the reporting companies, or not related in any way; transactions with these two categories were reported separately.

Returns were classified to industry according to the main activity of the United Kingdom business.

New companies incorporated in Northern Ireland during February

During the month of February 43 private companies with a total nominal capital of £1,378,800 were incorporated in Northern Ireland.

During the period January-February 85 companies with a total nominal capital of £2,075,700 were incorporated as compared with 103 companies with a total nominal capital of £1,441,400 incorporated in the same period in 1974.

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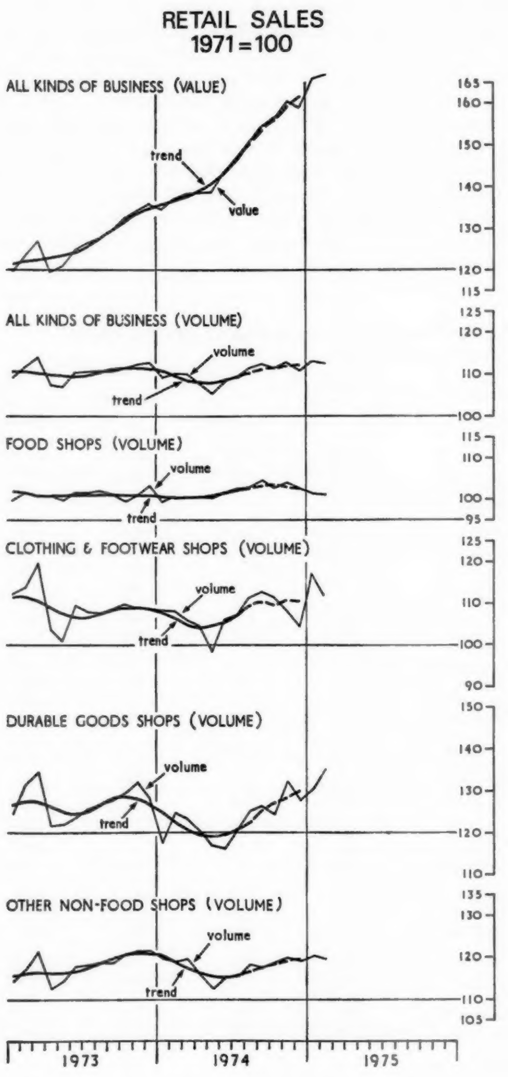
Inquiries about the distribution of Business Monitors may be made to the Business Statistics Office (ext. 2700) whose address and telephone number appear above.

Retail sales in February

Volume

The final seasonally adjusted index of the volume of retail sales in February is 112.3 (1971 = 100), in line with the provisional estimate and showing a fall from January when the volume of trade probably reflected comparatively buoyant annual 'sales'. Sales by clothing and footwear shops fell back from the high level in January. There was a further rise in sales by durable goods shops.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The February 1975 sales period was the four weeks from 2 February 1975 to 1 March 1975. The corresponding period in 1974 was the four weeks from 27 January 1974 to 23 February 1974.

(†) Including department stores and mail order businesses.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for March and the increase in the value of sales compared with a year earlier will be published later this month.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

	All kinds of business	Food shops	Non-food shops Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1971 £ million Provisional estimates)	(15,895)	(6,693]	(9,202)	(2,314)	(1,801)	(5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1973 1st quarter	111.8	100.8	119.8	116	130	118
2nd quarter	108.3	100.7	113.8	105	122	115
3rd quarter	110.6	101.4	117.3	108	127	118
4th quarter	112.0	101.3	119.8	109	130	121
1974 1st quarter	109.8	100.1	116.8	107	122	119
2nd quarter	107.3	100.8	112.2	103	118	114
3rd quarter	111.0	103.3	116.7	111	124	117
4th quarter	111.6	103.0	118.0	108	128	119
1973 December*	**112.6**	**103.1**	**119.4**	**108**	**128**	**121**
1974 January	109.1	99.4	116.2	108	117	119
February	110.1	100.3	117.3	108	125	119
March*	110.0	100.6	116.8	106	123	120
April	107.9	100.3	113.6	104	121	115
May	105.6	100.2	109.7	98	117	112
June*	108.2	101.7	113.0	106	116	115
July	109.2	102.3	114.2	107	121	115
August	111.4	102.7	117.7	111	125	118
September*	112.2	104.5	117.8	113	126	117
October	111.4	102.8	117.8	111	124	118
November	112.8	103.9	119.3	108	132	120
December*	110.8	102.4	117.0	104	128	119
1975 January*	113.0	101.5	121.4	117	130	120
February	112.3	101.0	120.6	112	135	120
1974 Sep.-Nov.	112.1	103.8	118.3	111	127	118
Dec.-Feb. 1975	112.0	101.7	119.6	111	131	120
Percentage increase	−0.1	−2.0	1.1	—	3	1

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

	All kinds of business	Food shops	Non-food shops Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
(Sales in 1971 £ million Provisional estimates)	(15,895)	(6,693)	(9,202)	(2,314)	(1,801)	(5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1973 1st quarter	123.5	115.5	129.3	130	138	126
2nd quarter	122.0	119.9	123.6	121	128	123
3rd quarter	127.8	124.5	130.2	129	136	129
4th quarter	134.2	131.3	136.3	134	141	136
1974 1st quarter	136.8	134.6	138.4	139	135	139
2nd quarter	140.6	139.7	141.3	141	135	144
3rd quarter	150.6	147.9	152.6	157	146	153
4th quarter	158.5	155.8	160.5	159	156	163
1973 December*	**135.7**	**134.0**	**137.0**	**135**	**141**	**137**
1974 January	134.7	133.1	135.8	137	129	138
February	137.0	134.2	138.9	141	137	139
March*	138.4	136.2	140.0	140	138	141
April	138.9	137.4	140.0	140	135	142
May	138.7	139.0	138.4	134	135	142
June*	143.5	142.1	144.6	147	136	147
July	146.6	144.7	148.0	149	142	149
August	150.5	146.7	153.3	158	146	154
September*	154.0	151.5	155.8	162	149	155
October	156.4	153.2	158.8	163	148	161
November	160.3	157.5	162.2	159	161	164
December*	158.8	156.5	160.4	155	157	164
1975 January*	165.8	159.4	170.5	177	161	171
February	166.7	161.2	170.8	173	168	171
1974 Sep.-Nov.	156.7	153.9	158.9	161	152	160
Dec.-Feb. 1975	163.6	158.9	167.0	168	162	168
Percentage increase	4.4	3.2	5.1	4	6	5

In January and February the average volume of trade was about 1 per cent higher than in the last quarter of 1974. Some of this increase may be attributed to the effect of the 'sales', and it is too early to say whether the underlying movement of total retail trade differs from the broadly flat path evident during the end of last year.

Within the total, the average volume of sales by clothing and footwear shops in January and February was 7 per cent higher than in the fourth quarter of 1974 when trade had been relatively depressed. Sales by durable goods shops were up 3 per cent, and sales by other non-food shops (which include department stores and mail-order businesses) showed a small increase. Sales by food shops, however, were some 1½ per cent lower.

Value

Based on non-seasonally adjusted data, the value of total retail sales in February shows a rise of 22 per cent compared with February 1974. Taking January and February together the average value of sales was 22 per cent above the corresponding period of 1974.

Hire purchase and other instalment credit business in February

New instalment credit advanced by retailers and finance houses amounted to £243 million in February (in seasonally adjusted terms). In the three months to the end of February advances totalled £713 million, 6 per cent more than in the period September-November. Finance houses advanced £295 million in the latest three months and retailers advanced £418 million.

Retailers' total sales on instalment credit terms (ie including deposits or down-payments as well as the credit advanced) continued their recent upward trend. In the latest three months they were 5 per cent up on average compared with the previous three months. This total increase was made up of an increase of 8 per cent in durable goods shops' credit sales, a 4 per cent increase in sales by department stores and a 3 per cent increase in other instalment credit retailers' sales (mainly mail-order business).

The debt outstanding (ie the value of instalments to be paid in future periods) to finance houses fell by £10 million in February bringing their decrease in the latest three months to £19 million compared with one of £23 million in the September-November period. The debt to retailers was unchanged in February although in the three months December-February it increased by £9 million following a decrease of £1 million in the preceding three months. At the end of February the total debt outstanding to retailers and finance houses was £2,284 million (not seasonally adjusted), 4 per cent less than a year earlier.

TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted £ million

		Total		Finance Houses†		Retailers‡	
		New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1970		1,735	84	822	58	913	26
1971		2,053	240	990	165	1,063	75
1972		2,497	424	1,222	296	1,275	128
1973		2,871	438	1,453	332	1,418	106
1974		2,517	-155	1,037	-160	1,480	5
1973	1st quarter	761	171	397	131	364	40
	2nd quarter	681	87	338	62	343	25
	3rd quarter	717	103	366	82	351	21
	4th quarter	712	77	352	57	360	20
1974	1st quarter	576	-68	232	-57	344	-11
	2nd quarter	614	-43	255	-45	359	2
	3rd quarter	648	-15	270	-28	378	13
	4th quarter	679	-29	280	-30	399	1
1974	July	216	-9	93	-10	123	1
	August	215	-4	86	-14	129	10
	September	217	-2	91	-4	126	2
	October	231	-11	97	-14	134	3
	November	224	-11	88	-5	136	-6
	December	224	-7	95	-11	129	4
1975	January	246	7	104	2	142	5
	February	243	-10	96	-10	147	–
1974	Sept.-Nov.	672	-24	276	-23	396	-1
	Dec.-Feb. 1975	713	-10	295	-19	418	9
Percentage increase		6		7		5	
Debt outstanding at 31 December 1974 (unadjusted)		—	2,330	—	1,478	—	852

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

		Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §					
£ million		(862)	(327)	(46)	(489)
1970		121	112	119	128
1971		134	138	138	131
1972		158	162	157	155
1973		176	165	181	183
1974		184	132	193	217
1973	1st quarter	181	176	184	184
	2nd quarter	170	161	175	176
	3rd quarter	175	162	181	182
	4th quarter	179	163	185	190
1974	1st quarter	171	118	176	207
	2nd quarter	178	126	183	212
	3rd quarter	188	134	208	222
	4th quarter	198	152	211	228
1974	July	184	132	202	217
	August	192	134	207	229
	September*	188	137	213	219
	October	199	146	216	233
	November	202	156	214	233
	December*	193	154	202	218
1975	January*	208	158	228	240
	February	216	162	241	249
1974	Sept.-Nov. av.	196	146	214	227
	Dec.-Feb. 1975 av.	205	158	222	235
Percentage increase		5	8	4	3

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by February 1975 sales was the four weeks from 2 February 1975 to 1 March 1975. The corresponding period in 1974 was from 27 January 1974 to 23 February 1974.

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UK official reserves in March

The UK official reserves increased by $53 million during March after accruals of foreign currency borrowing by the public sector under the exchange cover scheme totalling $39 million (net). At the end of March they stood at $7,117 million.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 22 February 1975.

	£
Distributors' Earnings submitted	
Low Cost Films:	
Eligible (after multiplying by 2½)	60,485
Not eligible for 2½ times rental	5,515
	66,000
High Cost Films (including Newsreels after multiplying by 2½)	767,486
	833,486
Films under 3,000 ft. (after multiplying by 2½)	84,263
	£917,749
Levy Collections paid to the Agency by HM Customs and Excise to 11 March 1975 including an estimate of collections approximately covering entertainments for the four weeks ended 22 February 1975	£445,000

The Fourth Interim Allocation for the Eighteenth Year will be at the rate of 42 per cent.

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in January 1975 the amount of cloth woven was 34 per cent higher than in January 1974. Production of single yarn increased by 12 per cent and doubled yarn by 11 per cent.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1974	101.3	87.7	74.7		409.5	505.3
1973 July	1.8	1.3	1.3		5.8	7.1
August*	2.2	1.8	1.6		8.5	9.1
September	1.8	1.5	1.4		7.4	9.3
October*	2.3	2.0	1.7		9.2	10.9
November	2.3	2.0	1.6		9.3	11.0
December	1.7	1.5	1.2		7.0	8.2
1974 January*	1.6	1.4	1.1		6.6	6.8
February	1.7	1.5	1.2		7.1	7.9
March	2.2	2.0	1.6		8.6	10.6
April	2.0	1.9	1.6		8.0	10.5
May*	2.3	2.1	1.7		8.6	10.7
June	2.0	1.9	1.5		9.0	11.2
July*	1.7	1.4	1.3		5.4	7.8
August	2.2	2.0	1.6		8.6	10.8
September	1.8	1.5	1.3		6.8	9.9
October*	2.2	1.7	1.6		9.0	11.4
November	2.2	1.7	1.6		9.5	11.1
December	1.6	1.3	1.2		7.7	8.6
1975 January*	1.8	1.5	1.4		8.2	9.7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 4 April 1975.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
The Display	BR/E 38038/5/4/80	18	2 April	EMI Film Distributors Ltd.	VSM Productions Ltd.
Monty Python and The Holy Grail	BR/E 38039/5/4/80	90	2 April	EMI Film Distributors Ltd.	Python (Monty) Pictures Ltd.
The God King	BR/E 38040/5/4/80	99	2 April	Scotia Barber Distributors Ltd.	Tiger Films Ltd.
Paper Tiger	BR/E 38046/5/4/80	100	3 April	Fox-Rank Distributors Ltd.	Euan Lloyd Productions Ltd.
Movietone News 2391	BR/E 37821/5/4/80	8	4 April	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Sex For Free	EC 38031/5/4/80	88	1 April	Miracle Films Ltd.	Transatlantic Film Produktion, GmbH & Co., KG, Munich
Blood For Dracula	EC 38033/5/4/80	99	2 April	EMI Film Distributors Ltd.	Compagnia Cinematografica Champion, S.p.A., Rome
Bed Bunnies	EC 38042/5/4/80	65	3 April	Cinecenta Film Distributors Ltd.	Continental Film Und Disco, GmbH & Co., KG, West Berlin
The Seductress	EC 38043/5/4/80	80	3 April	Cinecenta Film Distributors Ltd.	Reda Productions, Paris
			FOREIGN		
The Refusal	F 38029	94	1 April	Connoisseur Films Ltd.	Osterreichischer Rundfunk, Vienna
Lust and Desire	F 38030	77	1 April	Miracle Films Ltd.	Felix Films, Paris
Double Agent 73	F 38032	73	2 April	Tigon Film Distributors Ltd.	Juri Productions Incorporated, New York
The Hideaways	F 38034	105	2 April	United Artists Corporation Ltd.	Westfall Productions Incorporated, California
The Gambler	F 38035	109	2 April	Cinema International Corporation (UK)	Chartoff Winkler Productions Incorporated, New York
The Great Waldo Pepper	F 38036	109	2 April	Cinema International Corporation (UK)	Universal Pictures, California
Black Holiday	F 38037	110	2 April	The Other Cinema	Natascia Film, Italy
The Godfather of Hong Kong	F 38041	89	3 April	Crawford Films Ltd.	Telemont S.A., Geneva
At Long Last Love	F 38045	114	3 April	Fox Rank Distributors Ltd.	Copa de Oro Productions, California

Output in the wool textile industry

The volume of production in the industry (as measured by the seasonally adjusted index of production) in January 1975 was 2 per cent lower than in January 1974. Statistics issued by the Wool Industry Bureau of Statistics show that in January 1975 woven fabrics (excluding blankets) were 5 per cent less than in January 1974, deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent lower. Production of wool and hair tops was 2 per cent less and that of man-made fibre tops was 12 per cent more.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974		43.9	54.8	122.5	87.2	92.1	82.6	28.1
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	22.6	20.7	7.3
2nd quarter	39.3	19.5	11.8	33.8	26.6	25.7	20.7	5.7
3rd quarter	36.0	18.1	10.8	29.8	23.5	25.0	19.6	7.1
4th quarter	39.8	19.0	12.4	35.2	27.2	26.7	22.8	8.8
1973 1st quarter	40.7	19.9	13.3	36.8	27.8	25.8	24.5	8.6
2nd quarter	34.9	16.6	13.9	33.4	24.6	27.2	21.7	7.3
3rd quarter	29.2	13.0	13.0	29.8	21.8	24.1	19.9	6.7
4th quarter	31.8	12.9	15.6	35.2	25.7	27.2	22.2	8.1
1974 1st quarter	28.4	11.9	13.3	29.5	21.5	22.7	20.9	7.8
2nd quarter	33.6	12.8	15.5	36.7	23.5	25.8	21.2	7.2
3rd quarter	25.9	10.0	14.0	28.0	20.6	23.0	19.4	6.4
4th quarter		9.1	12.0	28.5	21.6	20.6	21.2	6.8
July	9.9	5.1	5.0	9.0	7.3	7.5	7.0	1.6
August	9.0	3.5	3.3	10.0	7.3	7.4	5.8	2.5
September	10.3	4.4	4.7	10.8	7.2	9.1	7.2	2.6
October	11.8	4.7	5.5	13.2	9.5	9.7	7.9	2.8
November	11.3	4.8	5.7	12.5	9.1	9.8	8.1	2.9
December	8.7	3.4	4.5	9.6	7.0	7.8	6.2	2.4
1974 January	8.7	3.6	3.8	9.2	6.8	7.4	6.7	2.3
February	8.6	3.6	4.0	8.8	6.9	7.0	6.6	2.9
March	11.1	4.7	5.5	11.5	7.8	8.3	7.6	2.6
April	11.0	4.4	5.9	12.0	8.1	8.3	7.0	2.4
May	10.9	4.2	4.8	12.1	7.6	9.0	7.1	2.5
June	11.7	4.2	4.8	12.6	7.8	8.5	7.1	2.3
July	9.2	4.0	6.1	9.3	7.4	7.6	7.0	1.6
August	7.7	2.5	3.7	9.0	6.4	7.5	5.7	2.3
September	9.0	3.6	4.2	9.7	6.8	7.9	6.8	2.6
October	8.6	3.3	4.9	10.1	8.4	8.2	7.9	2.5
November	8.4	3.0	3.8	9.6	7.2	7.2	6.7	2.5
December		2.8	3.4	8.8	6.0	5.3	6.4	1.8
1975 January		3.6	4.3	9.9	7.0	6.1	7.3	2.3

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In January deliveries of semi-worsted yarn were 0.8 million kilos.

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A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	28 Feb. 1975
Balance of payments:	
current account (M)	21 Mar. 1975
trends in invisible transactions (Q)	24 Oct. 1974
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	20 Feb. 1975
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	4 Apr. 1975
Catering trades turnover (M)	21 Mar. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	6 Feb. 1975
Companies:	
acquisitions and mergers (Q)	20 Feb. 1975
liquidity (Q)	14 Mar. 1975
new registrations:	
Gt. Britain (M)	28 Mar. 1975
N. Ireland (M)	This week
Construction work overseas (A)	17 Oct. 1974
EEC economic indicators	28 Mar. 1975
Energy trends (M)	4 Apr. 1975
Engineering industries: sales and orders (M)	28 Mar. 1975
Film industry	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	4 Apr. 1975
overseas payments and earnings (A)	1 Aug. 1974
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	5 Sept. 1974
household consumption (Q)	14 Mar. 1975
Footwear industry: production, orders and deliveries (M)	7 Mar. 1975
Foreign exchange: official reserves (M)	This week
Foreign trade: industrial countries' production and trade (Q)	14 Mar. 1974
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	28 Mar. 1975
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	28 Mar. 1975
N. Ireland index (M)	28 Mar. 1975
Insurance companies: investments and assets (A)	5 Sept. 1974
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	30 Jan. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	14 Mar. 1975
Man-made fibres:	
deliveries (Q)	7 Mar. 1975
production (M)	28 Mar. 1975
production: quarterly analysis (Q)	7 Mar. 1975
Motor industry:	
car and commercial vehicle production (M)	28 Mar. 1975
estimated figures (M)	14 Mar. 1975
motor trade turnover (Q)	20 Feb. 1975
Office development permits (Q)	31 Oct. 1974
Overseas trade of the UK:	
direct exporters and credit terms (A)	This week
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	21 Mar. 1975
value: analysis of trends (Q)	23 Jan. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	5 Sept. 1974
Regional selective assistance (M)	28 Mar. 1975
Retail prices index (M)	28 Mar. 1975
Retail trades:	
sales (M)	This week
provisional figures (M)	21 Mar. 1975
sales, N. Ireland (M)	4 Apr. 1975
stocks (M)	28 Mar. 1975
Royalties: overseas transactions (A)	This week
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	4 Apr. 1975
Stocks:	
manufacturers' and distributors' (Q)	4 Apr. 1975
retail (M)	28 Mar. 1975
Television: overseas payments and earnings (A)	1 Aug. 1974
Textiles:	
activity in the industry (Q)	21 Nov. 1974
carpet sales (M)	7 Mar. 1975
cotton industry production (M)	This week
hosiery production (M)	21 Mar. 1975
made-up clothing: orders and deliveries (M)	7 Mar. 1975
orders and deliveries (M)	21 Mar. 1974
wholesale houses' sales (M)	28 Mar. 1975
wool exports (Q)	25 Feb. 1975
wool output (M)	This week
Tourism:	
foreign visitor arrivals (M)	14 Mar. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	4 Apr. 1974
index numbers (M)	21 Mar. 1975

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	2 Jan. 1975
Business Monitor titles	6 Sept. 1973
Customs notices of interest to exporters	21 Mar. 1975
ECGD local offices	14 Mar. 1975
Guide to Departments	7 Mar. 1975
Official Receivers' offices	21 Mar. 1975
Programme of trade promotions	16 Jan. 1975
Release dates of economic statistics	28 Mar. 1975

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(16)

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Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr D. de M. Guilfoyle, OBE, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr T. Cooban, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr W. J. D. Irving, MVO, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr H. V. Tillotson, MVO, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, St. Andrew's House, Edinburgh EH1 3DQ (Tel: 031-556 8501) District Office: 314 St. Vincent Street, Glasgow C2 (Tel: 041-221 5670 – Telex 77583).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff CF1 3PY (Tel: 28066 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

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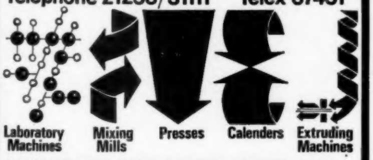

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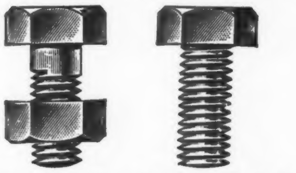

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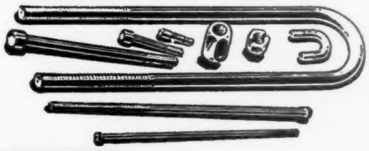

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